

GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

In This Number:

The Agricultural Situation and the Board of Trade

Bad Effects of Curtailing Futures

Demand Payment of Grain Claims in Full

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Dust Explosion in Corn Plant

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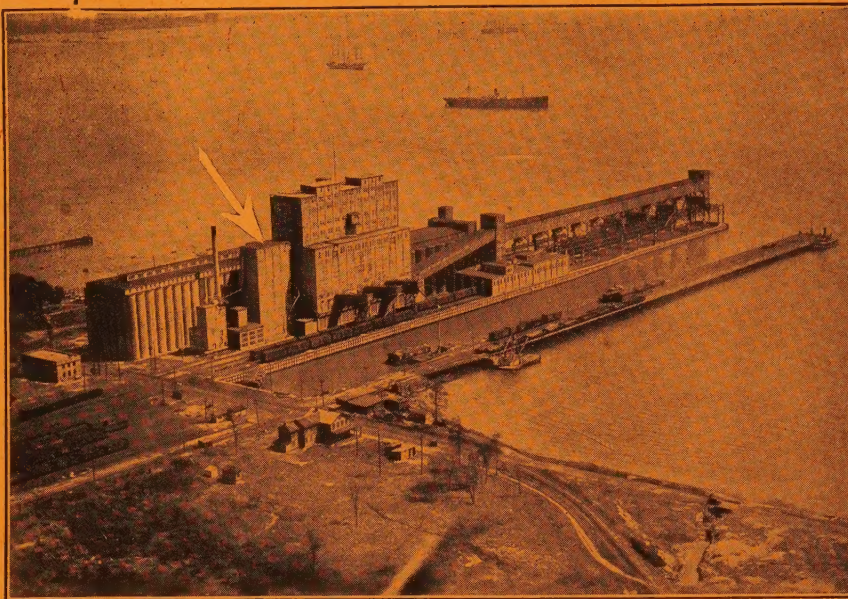
The Cost of Truck Delivery in the Feed Business

Farm Seed Association's New Secretary

Reflecting Wheat Protein Premiums to Growers



Million Bushel Elevator of the Shellabarger Terminal Elevator Co. at Salina, Kan.



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HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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Sheffield Elevator Co., shippers of grain.*
Sterling Grain Co., choice oats.*
Stuhr-Seidl, shippers grain and feed.*

(Continued on next page.)

*Members Grain Dealers National Association.

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Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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Leypoldt Co., D. M., whse. shprs. hay, seeds, gr. broks.

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Hardeman-King Co., millers, grain dealers.*
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Trans-Mississippi Grain Co., receivers and shippers.*
Updike Grain Co., milling wheat.*

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Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.
Luke Grain Co., grain commission.*
Miles, P. B. & C. C., grain commission.*
Turner Hudnut Co., receivers and shippers.*
Rumsey, Moore & Co., consignments.*

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Stites, A. Judson, grain and millfeed.*
Tidewater Grain Co., recvrs., shprs., exporters.*

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McCague, Ltd., R. S., grain, hay.*
Stewart & Co., Jesse C., grain and mill feed.*
Walton Co., Sam'l, receivers and shippers.*

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Northern Grain Whse. & Mktg. Co., grain merchants.

PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

ST. JOSEPH, MO.

Grain Exchange Members.

Gordon Grain Co., grain commission.*

SALINA, KAN.

Branson Co., Ted, wheat, corn, oats, kafir, hay.*

SAN ANTONIO, TEX.

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Morton & Co., grain commission.*

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Picker & Beardsley Com. Co., grain and grass seed.*
Schwarz Grain Co., receivers and shippers.*

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Custenborder & Co., E. T., buyers-sellers grain.*
Wells Co., The J. E., wholesale grain.*

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Southworth & Co., grain and seeds.*
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Receivers and Shippers of Grain, Hay and Feed.

The Cleveland Grain Co.,
Grain Merchants.

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the Milwaukee grain market retains its supremacy and the Chamber of Commerce sustains a leading position in the face of keen competition can be told briefly:

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Its shipping facilities are among the best on the Great Lakes and its harbor is one of the most secure and ample.

Its industrial consumption provides an active demand all the year.

It offers a premium over other markets in competitive territory for consignments, because it has a big shipping demand and very large elevator capacity.

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Fraser-Smith Co.	Johnstone-Templeton Co.
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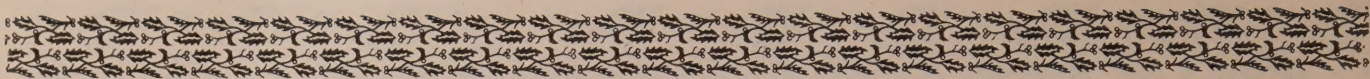
The terminus of eastern trunk lines, and having direct through lines to the gulf including a modern government operated barge line to New Orleans, at a differential of 4 cents per bushel on wheat and 3.64 cents on corn under the rail rate, St. Louis is regarded by foreign buyers as a logical starting point for foreign grain shipments. The lower freight rate by water enhances the price at St. Louis which inures to the benefit of the country shipper—

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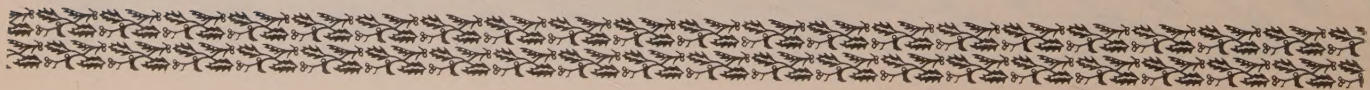


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Because of a large and constant local industrial demand for manufacture into starch, alcohol and feed and because Peoria is a most important distributing point for grain to the South, Southeast and East, the members of its Board of Trade are in position to give shippers of grain good prices at all times. The profit side of your ledger will be more attractive after a short time of dealing with these Peoria Board of Trade Members.

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OMAHA

The Corn and Wheat Center of the West

OMAHA territory has excellent milling wheat this year, with protein content to make the kind of flour bakers and housewives want. Corn prospects are for a splendid crop thru a large part of the country this market serves and superior quality is indicated. Let the following firms supply your needs.

Trans-Mississippi Grain Co.

Crowell Elevator Co.

Updike Grain Corporation

Butler-Welsh Grain Co.

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Dolphin-Jones Grain Co.

Rocky Mountain Grain & Comm. Co.

Nebraska Consolidated Mills Co. (Grain Department)

Ship to Omaha — Buy from Omaha

INDIANAPOLIS

Our attention and interest is now directed to the new corn and its movement. Everything promises that the new corn will be of splendid quality. Moisture, perhaps, will be about the only determining grade factor, except, perhaps for a very small amount of light chaffy corn. It looks as though the movement might be comparatively early.

Indianapolis, located in the heart of the great corn belt, affords you an excellent outlet for your grain. Railroad and handling facilities are of the best, thereby guaranteeing promptness in caring for your shipments.

Indianapolis is the supply point for many large mills and merchandizers throughout a great territory, thereby insuring a broad and even demand. Indianapolis is a busy, growing market which you can use to advantage. This coming season trade in general is looking toward Indianapolis.

Our elevator capacity is constantly in use and has grown one million bushels in the past fifteen months. Our mills are favorably situated with respect to handling grain from any direction. Ample competition here insures top prices.

We are constantly negotiating for rate adjustments and required privileges which afford a widening source of supply and more outlets. That means more competitive bids, varied grades, etc., a diversified and scattered purchasing clientele and,—pleased shippers and patrons of the market.

The firms listed below, all of which are members of the Indianapolis Board of Trade, are well equipped to serve you.

*The Lew Hill Grain Co.
Hayward-Rich Grain Co.
Hart Bros. Grain Co.
National Elevator Co.
H. E. Kinney Grain Co.
Cleveland Grain & Milling Co.
The Early & Daniel Co.
Frank A. Witt Co.
Berry Grain Company
Steinhart Grain Co.
Bert A. Boyd Grain Co.
Indiana Seed Co.*

*James E. Bennett & Co.
C. Wm. Maibucher Grain Co.
Indiana Brokerage Co., Inc.
The Bingham Grain Co., Inc.
Evans Milling Co.
Lowell Hoit & Co.
Mid-West Elevator Co.
Winslow-Evans Co.
F. M. Montgomery Grain Co.
Acme-Evans Co.
Kendrick & Sloan
Bert F. Sloan Grain & Hay Co.*



Sioux City

Extends to the Grain Trade
Cordial Greetings for a

Merry Christmas

and a

New Year Filled with Prosperity

During 1929 make it a point to learn more of this fastest growing market whose grain handling facilities are steadily increasing. These members of the Sioux City Grain Exchange are in a better position to serve you.

Terminal Grain Corporation
Western Terminal Elevator Co.
James E. Bennett & Co.
Lamson Bros. & Co.
Flanley Grain Co.

Fields Grain & Feed Co.
Rumsey & Co.
Mystic Mills
J. J. Mullaney & Son
H. S. Nevileir

Ask for your copy of "Sioux City Spirit of Progress"



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Members**CHICAGO**Board of Trade
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Special Wire and Salesman Service

LAMSON BROS. & CO.

166 W. Jackson Blvd. Chicago, Ill.

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PROV'NS
SUGAR **& Co.** STOCKS
BONDS
RUBBERMEMBERS
CHICAGO BOARD OF TRADE
AND ALL PRINCIPAL EXCHANGES

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*Ask for Bids***WHEAT, CORN, OATS,
RYE, BARLEY, SEEDS****CONSIGNMENTS**and orders in Futures Solicited and
properly cared for in all Leading MarketsST. LOUIS KANSAS CITY
Merchants Exchange Board of TradeINDIANAPOLIS
717 Board of TradePEORIA CAIRO
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332 So. LaSalle St. Chicago*We want your business not later
—but today.*Especially Consignments
GRAINS ALL WAYS**McKENNA & STRASSER**

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*For Best Results Ship Your Grain and Seeds to***J. H. DOLE & COMPANY**

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Members of all principal Exchanges.
Private wire service to all leading cities
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Stocks Bonds Grain Cotton

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Consignment and your offers of Grain To
Arrive will always receive close attention.**CHICAGO GRAIN & SALVAGE CO.**

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CARHART CODE HARWOOD CO.**Grain Commission**

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Certain Departmentsin this number of the GRAIN DEALERS JOURNAL are especially interesting.
After you have read them, consider carefully whether you are not better off with
the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.**Stratton Grain Company**

Grain Merchants

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Chicago, Ill.

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May the Christmas Dawn

which carries its message of hope
around the world bring to you
a full measure of joy and glad-

Bartlett Frazier Co. ness is the wish of the members
Chicago, Ill. of this company.

Cross, Roy & Harris
Incorporated
Postal Telegraph Building, Chicago
GRAIN COMMISSION
*We Specialize in Hedging and Spreading Operations
Between Terminal Grain Markets*

Rosenbaum Grain Corporation
POSTAL TELEGRAPH BUILDING
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SANTA FE ELEVATOR "A"
6 000,000 Bushels
Modern Fireproof Storage

*Ask for our bids on Wheat, Corn, Oats, Rye and Barley for ship-
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Operators of Katy Elevator, 2,300,000
bushels capacity, at Kansas City

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Operating Alton Elevator
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CORN
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Mill Orders a Specialty
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*Wholesale Grain.
Get in touch with us.*

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Receivers shippers of all kinds of grain.

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Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

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Grain and Hay
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Established 40 Years
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Own and Operate the
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*Modern elevator facilities
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Geo. E. Rogers & Co.

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PITTSBURGH, PA.

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Use Our—

GIANT oats 40 to 42, Natural No. 2
White—for seed.
SUNRISE oats 38 to 40, Natural No. 2
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—for milling, crimping or feed.

WE SPECIALIZE IN CHOICE OATS

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1254 Chamber of Commerce,
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Operating Sterling Elevator 1,500,000
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We Buy, Sell, Store and Ship all Kinds of Grain, Choice
Milling Wheat and Rye Selected by Expert Buyers.
Own and Operate Elevator "L"

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Want an Elevator?

Then consult the "Elevators
for Sale" columns in this issue
of the Grain Dealers Journal.

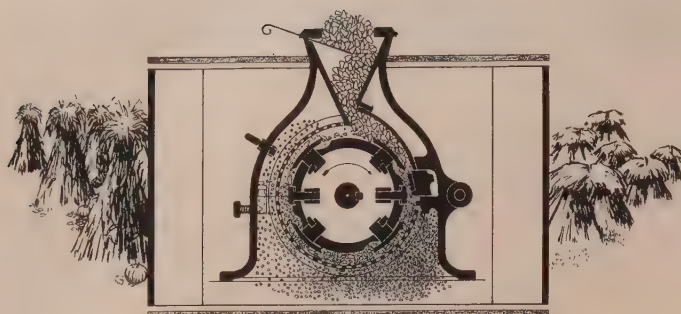
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Huntley Manufacturing Co.
Brocton, N. Y. Tilsonburg, Ontario, Canada

Please accept our sincere wish
that you may all enjoy

A Merry Christmas
A Happy and Prosperous New Year



It Must Make MORE MONEY FOR YOU



MEN are in business to make money.

Every business man, when he buys new machinery, expects it to earn a profit for him—and we do, too. That's why he buys it, and that's why we sell it to him.

Improved machinery makes improved methods possible. It increases profits.

Take scratch feed milling as an example. The old methods of milling scratch feed have been superseded by the rotary cutting process. New machinery makes new profits possible.

The new Wolf Rotary Cutter, Cleaner and Grader

—produces the maximum amount of clean cut grain with the minimum amount of meal.

—it delivers the finished product in one operation.

—it uses less power.

—its knives may be changed in a few MINUTES (not hours!)

—its knives never need adjustment.

—it provides true shearing action.

—its price is low.

—it boosts feed milling profits!

The new Wolf Rotary Cutter, Cleaner and Grader will make *more money* for you. Write for the facts and figures. Use the coupon below.

THE WOLF COMPANY

65 Commerce St. Chambersburg, Pa.

Offices in Chicago, Minneapolis, Kansas City and Oklahoma City. Representatives throughout the United States.

THE WOLF COMPANY,
65 Commerce Street, Chambersburg, Pa.

Send full facts and figures showing how the new Wolf Rotary Cutter, Cleaner and Grader will make *more money* for me.

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75%

of our average annual business is made up of contracts for repeat installations or equipping additional bins with

THE ZELENY SYSTEM

No better evidence of value can be offered when the question of installing

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Our Catalog No. 6 contains a list of only those who have made two or more installations of

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ZELENY THERMOMETER CO.

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The
Genuine

Humphrey Employees' Elevator

Saves Labor
Write
Humphrey
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Coal Sales Book

(Improved)
For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

This book is 10½x15¾ inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00.

Grain Dealers Journal

309 So. La Salle St., Chicago, Ill.

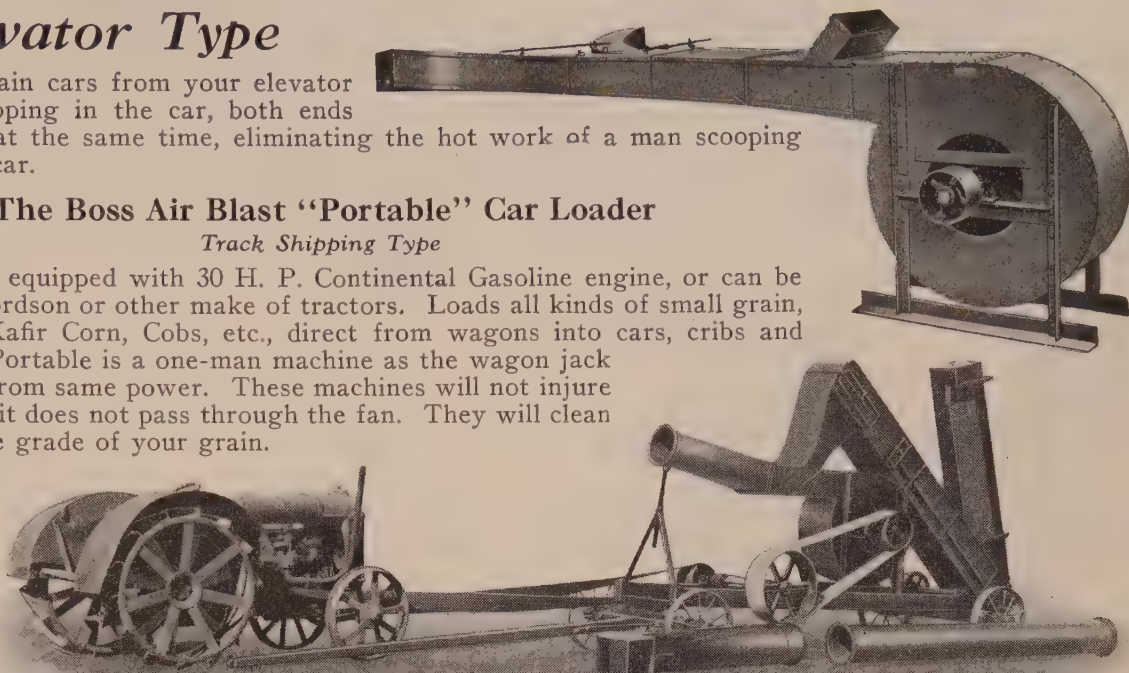
The Boss Air Blast Car Loaders *Elevator Type*

Will load grain cars from your elevator without scooping in the car, both ends being filled at the same time, eliminating the hot work of a man scooping back in the car.

The Boss Air Blast "Portable" Car Loader *Track Shipping Type*

This Loader equipped with 30 H. P. Continental Gasoline engine, or can be driven by Fordson or other make of tractors. Loads all kinds of small grain, Ear Corn, Kafir Corn, Cobs, etc., direct from wagons into cars, cribs and bins. This Portable is a one-man machine as the wagon jack is operated from same power. These machines will not injure the grain as it does not pass through the fan. They will clean and raise the grade of your grain.

Write for Catalog F and prices and let us show you how these machines will make you money.

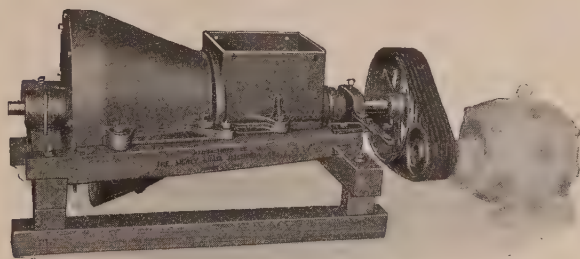


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Sidney Corn Shellers

Hyatt Equipped



Can Now Be Furnished with Tex-Rope Drive.

All shellers are adjustable for different kinds and sizes of corn.

Made in five sizes 80 to 1,500 bushels per hour. Available in several styles.

Be prepared to do a bigger and better shelling business. These shellers cost so little and do so much you can't afford to be without one.

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*Complete Equipment for Grain Elevators
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HINCKLEY DRIVES

Have Elevated More Grain Than All
Other Types Combined

This Tremendous Popularity Is Due
to Four Reasons—

Practical Design
Highest Efficiency
Unexcelled Quality
Lowest Market Price

Exclusive Use of

Link-Belt Silent Chain

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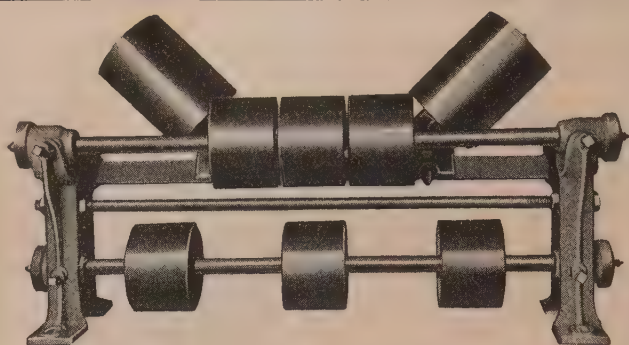
Hyatt Roller Bearings

Add Years of Service to the

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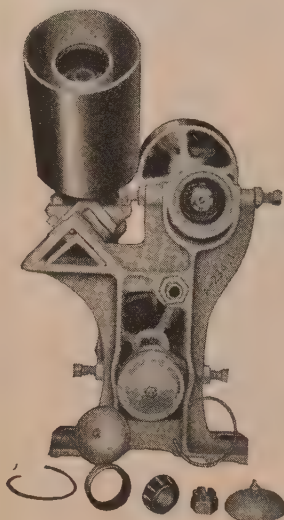
Link Belt Supply Co., Minneapolis
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CONVEYING EQUIPMENT

Equipped with

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IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of conveying

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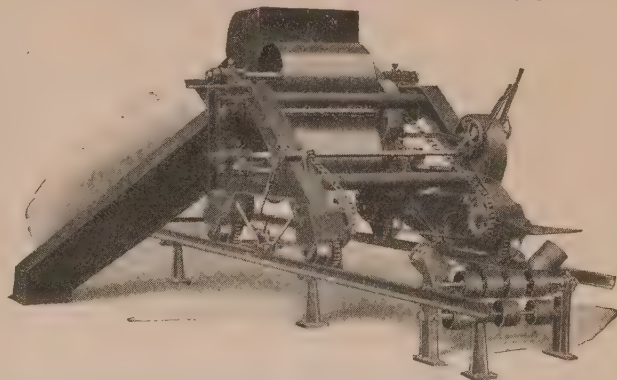
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Grain Handling & Milling Equipment

Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

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ENTERPRISE, KANSAS

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propelling tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.



WINTER'S Universal Elevator Drive

Equipped with Timken Roller Bearings

Winter's Direct Elevator Drives in single unit installations have elevated over 4,500,000 bushels of grain without showing any noticeable wear or requiring any attention other than oiling twice a year.

This proven fact from actual use makes Winter's Drive your best buy.

Users save 20% to 50% on power by using Winter's Drives. This can be accomplished by operating direct on head shaft, eliminating all belts, chains, sprockets, and counter-shafts.

NO CHAINS TO BREAK! NO BELTS TO SLIP!

Guaranteed for Five Years

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The Atlas Car Mover

"When you put an Atlas under the wheel of a car there is never a question about moving it."

The most powerful car mover made.

True compound action, two-piece non-slip spurs set at the right angle to best grip the rail. Covered by an absolute guarantee.

APPLETON CAR MOVER COMPANY

Appleton, Wisconsin

Leaky Cars

You Know What They Cost

Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

**NO WASTE — EFFECTIVE
INEXPENSIVE — EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars

Inquiries for Details Invited.

The Kennedy Car Liner & Bag Co.

Shelbyville—Indiana

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Announcing
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New Plant

GRUENDLER

THIS month we inaugurate our New Plant at 29th and North Market Streets—the new home of Gruendler Crushers and Pulverizers!

Modern in every respect, the New Plant is the response to a nation-wide demand for Gruendler equipment—a demand that has made necessary the increased facilities and increased production now possible.

There is a significance to this new and greater building that goes beyond the structure, itself. It is a spirit which, though intangible, is of prime importance.

For the New Gruendler Plant—like Gruendler Crushers and Pulverizers—is the result of 44 years' experience in the manufacture of dependable equipment for crushing, grinding and mixing. It is a fitting monument to Gruendler Efficiency—and Gruendler Quality!

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Gruendler Patent Crusher and Pulverizer Co.

29th and North Market Streets

St. Louis, Mo., U. S. A.

ANNOUNCING NEW FEATURES IN GRUENDLER EQUIPMENT

Time and test have won for Gruendler Crushers the title: *America's Leading Hammermills*. For, through almost a half-century, they have stood the test of actual performance under all conditions, as is evidenced by thousands of successful Gruendler installations. Scientifically correct in design, sturdy and dependable in construction—Gruendler

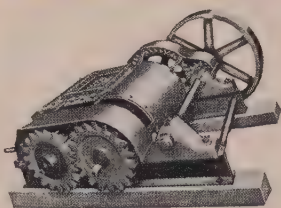
Crushers give maximum production at minimum operating cost. Their ability to do just that makes Gruendler Hammermills the ideal crushers for your plant. Get the facts on the new Gruendler products and improvements for your field. Without any obligation, clip, check and return the attached post-card now.



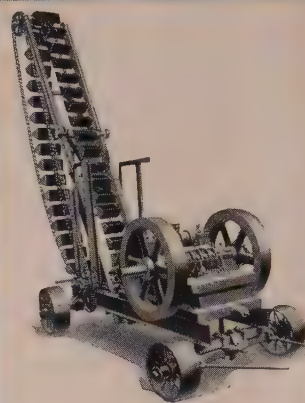
Swing hammer crusher and pulverizer for rock, coal, cement, clay, etc.



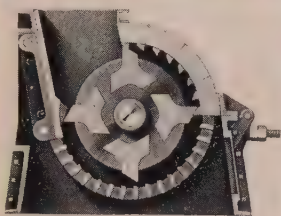
Centrifugal ring crusher for coal, iron ore, steel turnings.



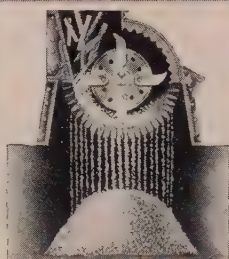
Double roll crushers for double belt or gear driven. For granulating and for the crushing of coal or stone into a fine, uniform product.



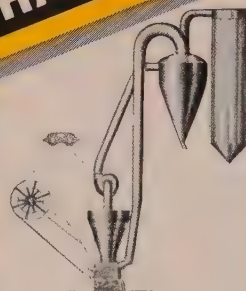
Portable jaw crushers for road-making—the most modern maintenance unit.



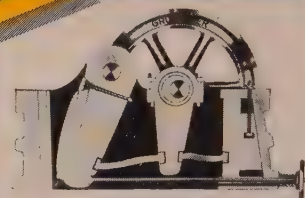
Rigid hammer shredder and crusher for bones and carcasses in rendering plants; also coal cracking and special work.



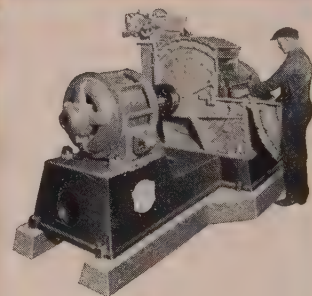
Wood hog—for wood refuse, bark, pulp and rechipping.



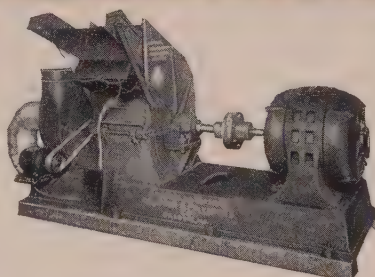
Centrifugal roll and beater mills for fine grinding of dry products up to 300 mesh. Air separation.



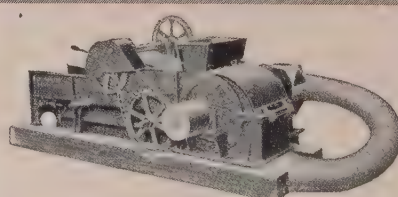
Jaw crushers for preliminary crushing of rock, gravel, asphalt rock, ore and many other materials.



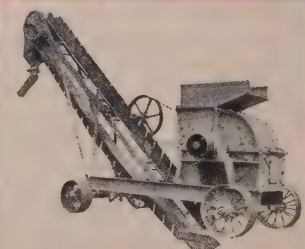
Peerless fine grinder. Grinds shavings into sawdust or wood flour; also bran, grain and mixed feed.



Whirl beater for custom feed grinding. Hammer type with built-in spout magnet.



Shredder with hopper and force feed table—for hay, waste paper, cornstalks, ear corn, etc.



Portable pulverizers for crushing limestone, coal, gravel, etc.

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We are interested in your improved equipment for the field, checked below. Without obligation on our part, please send us complete information on:

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- ☐ Screenings and Bran Pulverizers.
- ☐ Custom Grinding Machinery.
- ☐ Cement and Rock Crushers.
- ☐ Rock and Gravel Crushers.
- ☐ Crushers for By-Product Coke Plants.
- ☐ Wood Hogs and Shavings Pulverizers.

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Have You Adequate Weighing Facilities?

You are gambling with your profits if you haven't, because neither receiver nor carrier will recognize your weights unless you can demonstrate the adequacy of your equipment.

RICHARDSON AUTOMATIC GRAIN SCALES

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1. Check, with inimitable closeness, with the finest supervised carload hopper scales in same elevator.
2. Check with finest known tolerance for cross town movements with supervised honestly-operated Hopper or Track scales on cross town cars.
3. Check with supervised honestly-operated Carload hopper scales at distant terminal within the same tolerance allowed between two carload hopper scales at two of the best markets, provided no leakage, theft or transfer occurs en route.

Equip for honest weighing and get all that's rightfully yours!

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IMPORTANT

ANNOUNCING

IMPORTANT

HYATT ROLLER BEARING

WESTERN
SHELLERS AND CLEANERS
AND
LINE SHAFT EQUIPMENT



HYATT ROLLER BEARING
—PILLOW BLOCK—

WRITE FOR CIRCULAR GIVING COMPLETE DATA

UNION IRON WORKS, DECATUR, ILL.



IF YOU HAVE PROFITED

through reading the brief fire prevention paragraphs that have appeared in this space during the past year, we shall be happier. And now we wish you a pleasant Holiday Season with the best of everything for next year.

GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO. INDIANAPOLIS, INDIANA

J. J. Fitzgerald
Secretary & Treasurer
Indianapolis, Ind.

C. R. McCotter
Asst. Secy. and Western Mgr.
Omaha, Neb.

Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President
A Legal Reserve Mutual Fire Insurance Company

TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO. LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.
OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS
ASK ABOUT OUR SAVING PLAN

E. A. Brown, Pres.
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer
E. H. Moreland, Secretary

Selection of Risks

is essential to the security of an insurance company.

Selection of an Insurance Company

is just as essential to the security of an assured.

The "MILL MUTUALS" fulfill the most rigid requirements.

Write your insurance company or this office for details.

Mutual Fire Prevention Bureau

230 East Ohio Street
Chicago, Illinois

"Eureka - Invincible" Grain & Seed Cleaners and Feed Manufacturing Equipment



S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

GRAIN ELEVATOR BUILDERS

JAS. H. BROWN CO.

621 South 3rd Street
CONCRETE ELEVATORS

Minneapolis, Minn.
MILLS WAREHOUSES

L. J. McMILLIN

Engineer and Contractor of
GRAIN ELEVATORS
Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

GRAIN and COAL ELEVATORS
T. E. IBBERTSON CO.
CONTRACTING ENGINEERS
MINNEAPOLIS, MINN.

Elevators, Mills, Warehouses
Designed, Built, Repaired
Estimates Cheerfully Furnished
HOGENSON CONSTRUCTION CO.
Corn Exchange Minneapolis, Minn.

GRAIN ELEVATOR BUILDERS

RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors
of the better class of grain elevators
—concrete or wood

Younglove Construction Company

Grain Elevators, Transfer Houses,
Coal Pockets, Feed Plants
Wood or Fireproof Construction

*"If Better Elevators are Built
They will STILL be Youngloves"*

SPECIALIZING
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,
Sioux City, Iowa

Box 1172
Fargo, N. Dak.

ELEVATORS—FEED MILLS WAREHOUSES CHALMERS & BORTON

720 Pioneer Trust Bldg. KANSAS CITY, MO.

**This space
is yours**

If you are the first to apply for it.

CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

W. H. CRAMER
CONSTRUCTION CO.
North Platte, Nebr.

Plans and Specifications Furnished

The Star Engineering Company

Specialists in
Grain Elevator Construction

Our elevators stand every test
Appearance, Strength, Durability
and Economy of Operation

Estimates and information promptly furnished

Wichita, Kansas

A. F. ROBERTS ERECTS FURNISHES

SABETHA,

Elevators
Corn Mills
Warehouses
Plans
Estimates
Machinery
KANSAS

Weller Metal Pdts. Co.

Chicago Office Factory
505 Webster Bldg. Hammond, Ind.
SHEET METAL WORK
Grain Elevators a Specialty

E. H. CRAMER

Hampton, Nebraska
Designer and Builder of
Grain Elevators

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H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.

Southwestern Engineering Company

Designers and Builders

Modern Mills, Elevators
and Industrial Plants
SPRINGFIELD, MO.

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

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Architects and Contractors
Grain Elevators—Mills
B. SAMPSON Lincoln, Nebr.

Geo. W. Quick & Sons

Tiskilwa, Illinois
Designers and Builders
Concrete Grain Elevators
Waterproof Pits a Specialty

DESIGNERS

of Grain Elevators, Flour Mills
Feed Mills, Warehouses
and Industrial Buildings

HORNER and WYATT

Board of Trade Bldg. Kansas City, Mo.
It Pays to Plan Before You Build



Use White Star Special Cups, made and shipped only from the White Star Factory. *Accept no substitutes.* These cups are hand riveted; they stand up and their capacity is guaranteed.

Our Special Boot is the only non-chokable ball-bearing boot on the market, to the best of our knowledge.

Mentioning Grain Dealers Journal is the best introduction to our advertisers



One of
Several Elevators
 Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

**THE BARNETT-McQUEEN
 CONSTN. CO., LIMITED**

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.



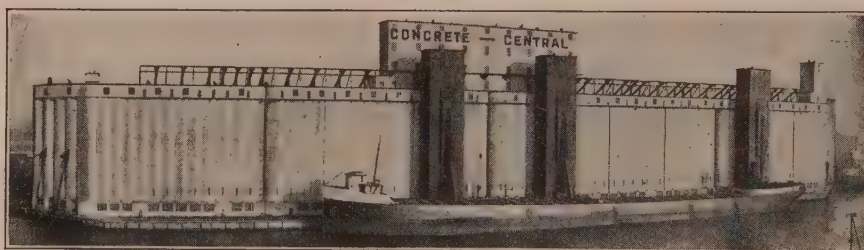
FOLWELL ENGINEERING CO.

Engineers and Constructors

333 North Michigan Avenue
 CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator
 Designed and Built for
 A. E. Staley Mfg. Co., Decatur, Ill.

Operated by
 The Eastern Grain,
 Mill and Elevator
 Corporation

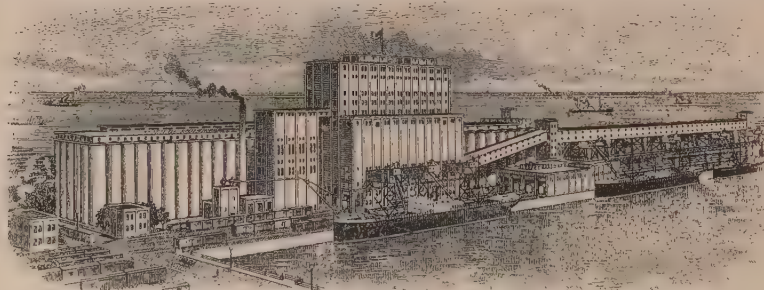


Concrete-Central
 Elevator, Buffalo,
 N. Y.
 Capacity
 4,500,000 Bushels

Designed and Built by

Monarch Engineering Company
 Buffalo, N. Y.

Capacity
 5,000,000
 Bushels



Equipped with
 Four Stewart
 Link-Belt
 Grain Car
 Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

W. R. SINKS,
 PRESIDENT

THOMAS D. BUDD,
 VICE PRESIDENT



DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

There's a Reason

The Day Company
Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.



Elevator "L"
Minneapolis

Designed and Built by

McKENZIE-HAGUE CO.
Minneapolis, Minn.



Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago 460 St. Helen Street, Montreal 837 W. Hastings St., Vancouver, B. C.
33 Henrietta Street, Strand, London, England



Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was
also designed and built by us for

Southwest Elevator Co., Enid, Okla.

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.

FEGLÉ'S CONSTRUCTION CO., Ltd.

Engineers — Constructors

Fort William, Ont.

Minneapolis, Minn.

DESIGNED for the years
ahead—an advance we propose
to maintain.



N. M. Paterson Co., Ltd.

2,500,000 Bu. Elevator

Fort William, Ont.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

KANSAS—12,000 and 4,000 bushel elevators for sale at a bargain if taken soon. We mean business. 61Q12, Grain Dealers Journal, Chicago, Ill.

Some SERVICE to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

FOR SALE—Good 15,000 bu. elevator centrally located in Indiana, best rates and conditions; good feed, coal and grinding business; a one-man house. Write 61Y8, Grain Dealers Journal, Chicago, Ill.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

KANSAS—12,000 bu. iron clad elevator for sale or trade; corn sheller and cleaner, oat clipper and wheat scourer, automatic scales, car loader, electric truck dump, JB Hammer Mill. All ready for business; good territory. Write Box 15, Chetopa, Kansas.

INDIANA ELEVATORS FOR SALE.

Owing to the sickness of Mr. Stiefel, we are liquidating our business and are offering our New Haven, Dawkins, Maples, Ossian and Eaton elevators for sale. For all information write.

Stiefel & Levy, Fort Wayne, Ind.

INDIANA ELEVATOR FOR SALE

12,000 bus., cribbed, frame iron siding, steel roof, built new in 1917; 35 hp. Foos gasoline and kerosene engine; wagon scale, 1,000 bus. automatic scale; Monitor Combined Corn and Grain Cleaner; feed grinder. Modern elevator, private siding on Penn. R. R., 10 miles from Richmond, Ind.; good feed, coal and seed business; good wheat territory. For full particulars write Henry C. Teetor, Hagerstown, Ind.

INDIANA—12,000 bu. steel sided frame elevator building in college town of 5000; excellent farming community, hogs, cattle, sheep, dairy, and poultry; on C.C.C. & St. L., can ship over Monon; electrically equipped, hammer mill and 15 ton truck scales; side lines—feed, fencing and implements; good location for coal yards. Reason for selling, other business; this elevator only changed hands three times in 25 years. A real money maker for a hustler; will stand investigation. Price \$8000, merchandise at market price. Call or write Harry Tolbert, Greencastle, Ind.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATORS FOR SALE

ILLINOIS—40,000-bu. elevator, milling, feed and coal business; new electric machinery. Price right. Write Bert Rowe, Kent, Ill.

NORTHERN IOWA—Elevator, flour, feed and coal business for sale, in good trade territory. 61Y7, Grain Dealers Journal, Chicago.

CENTRAL ILLINOIS—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

CENTRAL INDIANA—30,000 bushel elevator for sale in one of the best grain territories; modern equipment, electric and steam power, hammer mill, feed mixer, automatic loading scales, drier, etc. Address 61W7, Grain Dealers Journal, Chicago, Ill.

WISCONSIN—Grain Elevator, Potato House, Hay House, Coal Bldgs. for sale; commanding a fine location on the C. & N. W. Ry. on direct route to Chicago. Surrounded by excellent farming community. Address 61S3, Grain Dealers Journal, Chicago, Ill.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M Maguire, 6440 Minerva Ave., Chicago, Ill.

BUSINESS OPPORTUNITIES FOR SALE.

GRAIN BROKERAGE OUTFIT for sale; good accounts; low price. Address 61Z9, Grain Dealers Journal, Chicago, Ill.

TWO HIGH CLASS FARMS for sale; might consider first-class elevator points on exchange, in Illinois, Indiana. Address 61Y16, Grain Dealers Journal, Chicago, Ill.

FOR SALE

ESTABLISHED wholesale hay, grain and brokerage business. For particulars address XL, Box 725, Walla Walla, Wash.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

MILL & ELEVATOR FOR SALE, TRADE OR LEASE.

NEBRASKA—100-bbl. flour and feed mill with 10,000-bushel elevator, for trade for land, for sale or lease to good miller. Write P. O. Box 137, Comstock, Nebr.

ELEVATORS WANTED

WANT TO EXCHANGE improved 320 acres 4 miles from Alton, Kansas, for grain elevator in North Central Kans. Box 13, Mahaska, Kans.

ELEVATOR WANTED at good corn and oats station in Illinois, prefer large station not under 250,000 bus. per year. Address Fithian Grain Co., Fithian, Ill.

MILLS FOR SALE.

FOR SALE—Small flour and meal mill, best equipped little mill in Ohio, has no competition, can show plenty of business. Fred Studemann, 3105 W. Broad St., Columbus, O.

SITUATION WANTED.

PRACTICAL GRAIN MAN with 25 years' experience desires position; employed at present but wishes to change; best of references; age 41. 61Z5, Grain Dealers Journal, Chicago.

WANT POSITION as manager of country elevator, prefer line company; have had 15 years' experience in grain and feed business, last 10 in partnership. Address 61Z1, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager of farmers or independent elevator; nine years' successful experience in grain and feed; good bookkeeper, married, age 31. Write 61Y3, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager in lumber and grain office; have 13 years' experience as manager; have good record and can give good references; would like to make change about Jan. 1. 61Y9, Grain Dealers Journal, Chicago.

SUCCESSFUL AND EXPERIENCED farmers elevator manager with a real record desires position with good company; experienced in all side lines; good accountant; good mixer with public; Illinois or Indiana preferred. Address 61Z10, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED with good grain company as manager or bookkeeper; good grain man and accountant. At present employed; good reasons for changing; can furnish best of references. Address 61Y20, Grain Dealers Journal, Chicago, Ill.

Engineer and Contractor

of Experience and Ability

Can get a profitable interest in a long-established business of national scope. A forceful man of pleasing personality is wanted. Apply at once to R. O. P., Box 12, Grain Dealers Journal, Chicago.

WARNING

12 bags clover seed stolen from our warehouse. All dealers should be on the lookout for same. Some of it is weather stained.

Wolfe Grain Company - - - Shipshewana, Ind.

HELP WANTED.

REPRESENTATIVES WANTED to handle our complete line of elevator and feed mill machinery and equipment in Central, Western, and Southern Indiana; also Michigan and Eastern Ohio. Write The Sidney Grain Machinery Co., Sidney, Ohio.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

PARTNER WANTED.

EXPERIENCED middle aged man in feed and feed mill business in Southern Colorado wants partner, young man preferred. Address 61W27, Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE.

FOR SALE—Three-ton Fairbanks Hopper Scale, complete, first-class condition. Write Washburn Milling Co., Malone, N. Y.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

SCALES WANTED.

RICHARDSON AUTOMATIC SCALES bought and sold. Address 61S14, Grain Dealers Journal, Chicago, Ill.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 502 Waldheim Bldg., Kansas City, Mo.

SECOND-HAND HOPPER SCALES

Howe, Buffalo or Fairbanks, 500 to 700 bu. capacity; give plan or drawing and price. Address Henry C. Teetor, Hagerstown, Ind.

Bargain Sale in Soiled and Shelf Worn Books.

One Coal Sales Book, a sales record for the retail coal dealer, used as printer's sample; weight 4 lbs.; price \$1.50. Order Special No. 44.

One Receiving and Stock Book facilitates determining total amount of each kind of grain on hand, used as printer's sample; weight 2½ lbs.; price \$1.50 and postage. Order Special No. 321.

One Wagon Loads Received for recording wagon loads of grain received from farmers; printer's sample; weight 2½ lbs.; price \$1.50 and postage. Order Special No. 380.

Two Grain Receiving Registers, the best designed for recording wagon loads of grain received; printer's samples; weight 3 lbs.; price \$1.50 and postage. Order Special No. 12AA.

One Record of Cars Shipped for a record of carloads in the order shipped from one or many stations; copy soiled, used as printer's sample. Order No. 385 "Special." Price \$2.00 and postage, weight 2½ lbs.

Two Railroad Claim Books for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special 411-E."

ONE CLARK'S DOUBLE INDEXED CAR REGISTER for track buyers and terminal and primary market receivers gives ready reference to the record of any car. One soiled copy (used as printer's sample) containing space for 21,600 cars, \$1.75 and postage. Order Form 42.

Gold Bricks of Speculation, a study of speculation and its counterfeiters and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago, Ill.

ENGINES FOR SALE

FAIRBANKS-MORSE gasoline engine, 16 hp, type "N," in good condition; bargain if taken at once. W. D. O'Neal, Rantoul, Ill.

FOR SALE—Three OLDS gasoline engines, two 18 hp., one 35 hp.; one HERCULES gasoline engine, 5 hp.; all in good condition. Write Smith Bros., Velte & Co., Lake Odessa, Mich.

FOR SALE—Two 25 h.p. type "Y" semi-diesel Fairbanks-Morse engines; in good condition and can be seen in operation any day at Woodson Farmers Elevator Co., Woodson, Ill.

OIL ENGINES

4-page Bulletin of Bargains just issued.
ZELNICKER in ST. LOUIS.
Rails, Equipment, Heavy Machinery.

PRICED RIGHT FOR CASH

One 45 h. p. Bessemer Oil Engine complete with clutch, shafting, pulleys, air compressor, air tank, oil pump—a complete power plant. Can be seen at Donnellson, Lee Co., Iowa. —Charles F. Holdefer, Donnellson, Iowa.

THE WANTED-FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

MOTORS FOR SALE.

FOR SALE—One 40 hp. Fairbanks-Morse Motor, speed 700, equipped with a silent chain drive. This is especially equipped to drive chain hammer mill. If interested, write SHULTZ SEED COMPANY, Olney, Ill.

3 PHASE, 220/440 VOLT

1—75 hp., 750 rpm., 25 cy., Lincoln (new).
1—50 hp., 1200 rpm., 60 cy., General Electric.
1—40 hp., 870 rpm., 60 cy., Westinghouse.
1—35 hp., 1800 rpm., 60 cy., General Electric.
2—30 hp., 850 rpm., 60 cy., Westinghouse.
5—30 hp., 1200 rpm., 60 cy., General Electric.
1—30 hp., 1800 rpm., 60 cy., General Electric.
1—30 hp., 1500 rpm., 25 cy., Lincoln (new).

Many others, A. C. and D. C. Low prices.
V. M. NUSSBAUM & CO., Fort Wayne, Ind.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

INFORMATION BURO.

READERS DESIRING to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Buro, Grain Dealers Journal, Chicago, Ill.

SNAPPED CORN WANTED

WE ARE IN THE MARKET for snapped ear corn. Write or telegraph Lyle Brokerage Co., Huntsville, Alabama.

HAY FOR SALE—WANTED

GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill.
ALFALFA HAY for sale.
Write for delivered prices.

SEEDS FOR SALE

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

HELPFUL BOOKS FOR CARLOI GRAIN HANDLERS.

Clark's Fractional Values table is on heavy cardboard, 9½x11 inches, showing the value of any quantity from 1 to 50,000 bushels by ten bus. breaks at ¼, ¼, ¾, ½, ⅓, ⅔ and ⅞ cents. The number of bushels is shown in red and the value in black. Price 25 cents.

Clark's Decimal Wheat Values cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

Railroad Claim Books require little of your time for filing and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase returns and expedite settlements by facilitating the proving of claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

Form B—Loss in Market Value Due to Delay in Transit.

Form C—Loss in Quality Due to Delay in Transit.

Form D—Loss in Market Value Due to Delay in Furnishing Cars.

Form E—Overcharge in Freight or Weight. These claim blanks are printed on bond paper, bound in books of 100 originals and 100 duplicates, with two-page index and summary, instructions and four sheets of carbon. The original is sent to the claim agent, and carbon copy remains in the book, as a record of claim to be followed up. The five forms are well bound in three books:

411-A Contains 100 sets all Form A.
411-E contains 100 sets all Form E.
411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E.
Each book weighs 2 lbs. 1 oz. Price \$2.00. f. o. b. Chicago.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago, Ill.

KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the Grain Dealers Journal on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

MACHINES FOR SALE.

FOR SALE—20" Dreadnaught Feed Mill, A-1 condition, price \$15.00. Write Kern, Kirtley & Herr, Lebanon, Ind.

FOR SALE—One No. 3 Milwaukee Hammer Mill in good condition, used only 6 mos. Make us an offer. Peter Dietzler & Sons, Cadott, Wis.

FOR SALE—No. 5 Sprout Waldron Crusher, practically as good as new; cheap. Write the Star Feed Company, Beresford, So. Dakota.

FOR SALE—Brown-Duval Moisture Testers and all other appliances used in determining the moisture content of grain. Address 61W6, Grain Dealers Journal, Chicago, Ill.

FOR SALE.

15"x30" Allis-Chalmers Flaking and Crimping Rolls, late style "QA"; in good condition. Write or wire Standard Mill Supply Company, 502 Waldheim Bldg., Kansas City, Mo.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

BATCH MIXERS.

Latest type, very best on the market, from 400 to 4,000 pounds capacity. Prices reasonable, let us have your inquiries for prompt shipment. Standard Mill Supply Company, 502 Waldheim Bldg., Kansas City, Mo.

NEW AND USED MACHINERY FOR SALE.

One 22-in. double head Bauer ball bearing motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans specifications, flow sheets, etc., our specialty.

Write us without delay.

SPROUT, WALDRON & CO.,
9 S. Clinton St., Chicago, Ill.

THE BEST WAY to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

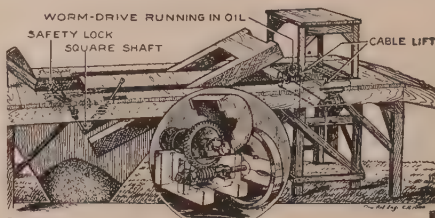
MACHINES WANTED.

WANTED—One used elevator for ear corn, 60 to 70 ft. high, with buckets 7x14 on canvas belt; also one Richardson Automatic Grain Scale, four bu. cap. Shultz Mfg. Co., Olney, Ill.

WE ARE IN THE MARKET for the following: One Draver Master Drive complete with four or five draver wing type feeders with percentage test valves or complete unit for mixing poultry scratch feed. Shultz Milling Co., Olney, Ill.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.



NEWELL CONSTR. & MACHINERY CO.
Cedar Rapids, Iowa
Originators of the Electric Truck Dump

10,000 SHIPPERS
Are now using

TYDEN
CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES
Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.
617 Railway Exchange Bldg., Chicago, Ill.

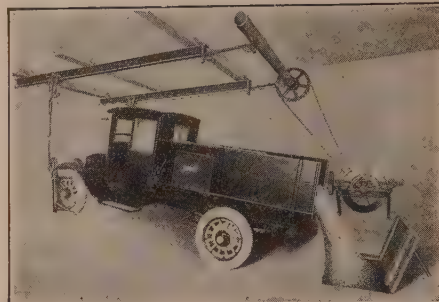
You Can Sell Your Elevator

by advertising directly
to people who want to
buy, by using a

Grain Dealers Journal
Want Ad.

Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.
H. S. COVER
Box 404 South Bend, Ind.



McMILLIN COMBINATION WAGON & TRUCK DUMP

Being able to dump any length vehicle in one or any number of dump doors allows sinks to be entirely separate; gives them more capacity and prevents any danger of mixing grain.

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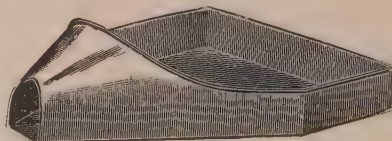
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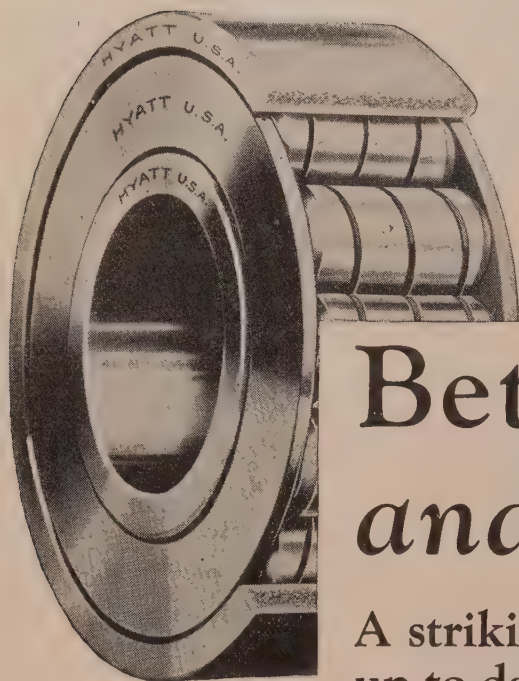
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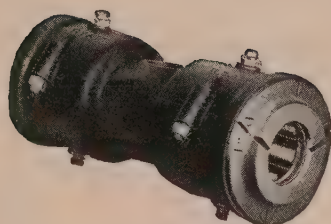
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GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, DECEMBER 25, 1928

CHEAPNESS of iron siding is no recommendation when it is so soft and impure that rapid corrosion makes its life short.

COMPLICATED accounting systems have no place in the country grain elevator where one man is expected to do all the work.

CARS LEAKING in transit reported to your favorite grain journal aids fellow shippers to authenticate their claims for loss with prospect of collecting.

CONFIRMATION BLANKS if carefully used on all trades would prevent many misunderstandings and obviate differences, disputes and losses.

IF YOU forgot to call up your competitor and wish him a Merry Christmas it is not too late to wish him a Happy and Prosperous New Year. Good fellowship never embittered an overbidding contest.

SOY BEAN acreage is being so rapidly increased in Illinois, Indiana and some adjoining states that large soy bean mills are being established especially to grind beans. This should make more convenient and more profitable markets for the shippers.

POWDERED CINNAMON scattered thru a car load of musty oats is said to masquerade the musty odor so that the inspector unconsciously grades the grain without any conditions. Shippers who have indulged in this ruse should give us their experiences for the benefit of others.

CALAMITY HOWLING has cost the state of Iowa millions of dollars in the opinion of the Logan, Ia., *Observer*, and all will agree with that newspaper the world doesn't care for a whiner.

CONGRESSMEN WHO are eager to relieve agriculture of all unnecessary burdens should not be permitted to forget that the war tax on sales of grain for future delivery is still assessed on every trade.

GRAIN exchanges that now start trading in stocks may find that they started four years too late. The boom that began in 1924 can not last forever, and it is difficult to work up public interest in a reactionary market.

TERMS on which German importers buy grain from uncivilized countries lacking established grading systems can not be applied to North American contracts. United States and Canadian official inspection must be recognized abroad.

PROFESSIONAL FARM RELIEVERS in Congress are voicing many reasons why farm relief should not be attempted this winter. The real reason is that passage of the bill now before Congress would deprive them of their stock in trade.

THE MILLION bushel elevator built by the state of New York at Oswego might prove a profitable plant in the hands of a shrewd operator who could divert his grain to its empty bins, but the political operators are not empowered to get business.

WHILE the Kansas wheat acreage is a trifle less than what it was a year ago, the condition is 82% of normal. That surely will make a Merry Christmas for the dealers of the Southwest for not only do they want their farmer friends to have a large crop, but also a high price.

ELEVATOR OPERATORS can promote their own business interests as well as help their farmer patrons by specializing in supplying them with field seeds of quality, seeds that have a high percentage of germination and are of the right variety to insure a crop in their neighborhood.

THE HEAD of the futures administration thinks that something is wrong with wheat prices, and that they should be up to where they were a year ago. We agree with him that just as much wheat would be consumed at \$1.40 as at \$1.15, but another branch of his Dept. of Agriculture, that of Economics, is telling the world that Europe raised 9 per cent more wheat than a year ago.

CONCRETE elevators that have combustible material such as wood in their immediate vicinity are subject to damage by fire. Their contents may become ignited thru openings at the top and the slow combustion of the grain may generate sufficient heat to crack the walls. When such an exposure hazard exists it is unwise to be without insurance in unwarranted reliance upon the fireproof character of concrete. A concrete elevator at Norfolk, Neb., was damaged several hundred dollars last week from fire in the frame part of the establishment detached 6 feet.

THE SUCCESS of the State Grain Dealers Associations which have persisted in holding local or group meetings of all dealers has been greatly improved during the past year, and we doubt not the coming year will bring about an enlarged membership and greatly increased influence for better trade conditions.

STOVEPIPES will become overheated when inadvertently too much air is supplied to an overfull fire-pot, and sometimes cause a fire that destroys the entire plant, as was the case at Dell Rapids, S. D., Dec. 19. Everything combustible should be removed from the vicinity of the stovepipe, and wall and ceiling protected by shields and air spaces.

THE COST of truck delivery of feed dealt with by Mr. Boston in our "Feedstuffs" dept., this number, should prompt elevator operators who are maintaining truck delivery service to look carefully into their own costs of maintaining this service. Grinding feed at a profit avails them nothing if they immediately waste that profit in expensive deliveries.

BUYERS of corn on the cob are entitled to the full 70 pounds per bushel in Iowa, according to Chap. 161 of the 1924 code, and not 68 pounds as in some other states, and this weight holds thru the year according to law, even if the corn has dried out. Iowa dealers make sure of getting 56 lbs. shelled corn by drying samples down to 14% moisture and buying ear corn by the pound or hundredweight.

ENTRUSTING DRAFTS to distant banks for collection should be accompanied with instructions requiring the collector to forward proceeds of draft immediately and under no circumstances to mix the money with funds of its own. Grain dealers and millers have suffered so many heavy losses thru bank failures in recent years the wonder is all don't take this precaution to protect the proceeds of their drafts being utilized by receivers to pay the accumulated debts of the collector. When a shipper sends a draft to a bank for collection, he seeks to employ the bank as a collector not as a depository and he should not be forced to become a creditor against his wishes.



"**MERRY CHRISTMAS** and Best Wishes for a Happy and Prosperous New Year," is the wholehearted wish of every member of our staff. We have striven earnestly and devotedly for a twelve-month in the interests of better and more prosperous business conditions within the Grain Trade; to stimulate better modes of business conduct and higher ideals. It is our sincere ambition to aid the trade we serve in making every day brighter and happier. Working for the Grain Trade is a pleasure, and we shall enjoy growing more helpful with the fleeting years. May you all find happiness and contentment in pursuing life's everyday problems, and prosper with every satisfied customer.

SHIPPING WEIGHTS are always most essential when filing a claim for loss in transit and when those weights are not carefully kept and accurately reported the shipper cannot hope long to retain the high regard of the railroad claim agent. If you wish your shortage claims paid promptly keep your records so that every claim agent will be fully justified in passing your authenticated claims for payment.

MIXING HOUSES are charged by some of the pool managers of the Canadian Northwest with a lot of the farmers' troubles when in reality the mixing houses only place the grain in better condition for export. If the farmers and country shippers were not so lazy they would clean and classify their wheat before they loaded it into box cars, then the terminal mixing houses would not have such dirty grain to work with.

THE SUGGESTION on behalf of the Canadian Wheat Pool that it alone be allowed to publish estimates on the crops will not be adopted by the Saskatchewan Commission of Inquiry. If a single agency were given a monopoly of circulating crop estimates no one would pay any attention to the figures, knowing that they would be biased in favor of the authors. Buyers would hold off due to traditional reluctance against buying a pig in a poke.

THE FRIENDLY attitude toward co-operation found in the regular grain dealers ass'ns of Illinois and Kansas has its reflection in the attitude of big business. By a vote of 2808 to 111 the constituent members of the Chamber of Commerce of the United States declared "That co-operative marketing of agricultural products should be encouraged, and that producers of agricultural commodities should be encouraged to form co-operative marketing ass'ns along sound economic lines."

DELIVERIES on future contracts at remote points now is a principle well established, the New York Cotton Exchange having recently changed its rules to permit tenders at five points in the cotton states. The Chicago Board trades in Texas cotton deliveries. If the Chicago Board, which is now studying grain deliveries at outside points, concludes to extend this privilege all antagonism on the part of receiving interests toward the local elevator men must be abandoned, since they no longer will enjoy a privileged monopoly.

THE GOVERNMENT has just sold 50 of its 500 idle ships, at the price of junk, and could get out of the shipping business to the advantage of all concerned. One reason is that government operators do not have to be as careful of the interests of their patrons. This was made clear in the suit by four shippers against the government for losses on the government ship *Aberfoil*, where the U. S. Circuit Court of Appeals held recently that the United States could not be sued without its consent and that a libel *in rem* against a vessel owned by the United States is expressly prohibited by the Admiralty Act. When shippers find they have no recourse they will avoid the government boats.

Your Right to Contract.

A contract is a contract whether it be for immediate or future delivery. The courts have so held repeatedly, the law of contracts supports it at every turn and there seems no grounds for encouraging any one to suspect that because the contract was for grain for future delivery that it is illegal or nonenforceable. Under ordinary circumstances the welsher who tries to crawl out of a contract because it is a sale for future delivery would raise his voice to high heaven if any one attempted to deny him the right of contract. So long as he has the right to contract, gained from King John way back at Runnymede, he should make a desperate effort to hold on to it, and refuse to do anything which would in any way cloud his right to enter into contracts.

The U. S. Constitution gives the individual the right to make contracts, but many of the states require that contracts in excess of stipulated amounts shall be in writing and it would be much better for all country grain dealers if they would put their contracts in writing or at least confirm them in writing and thereby minimize the opportunities for misunderstandings, differences and disputes.

No sane grain dealers would ask that his contracts for immediate delivery of grain be considered good while all his contracts for future delivery be declared void.

Handling Sweating Oats.

Farmers who are blind to the interests of handlers of the crop after they have produced it are piling up trouble for shippers of oats. This was brot out at a recent meeting of dealers at Gibson City, Ill.

All farm authorities are agreed that seeding oats at the earliest opportunity insures the best grain. In Ohio it was found by the state experiment station that the daily loss from delay in seeding between Mar. 11 and Apr. 10 in 1927 was 19.6 pounds per acre.

When it comes to harvest, however, the opposite is true. Farmers are in too great haste to cut the oats. For the past few years it has been impossible at many points to get good oats into a bin in the elevator and get as good quality out of the same bin. The growers are charged with threshing oats without leaving them in the shock long enough to dry out. Their next blunder is to bin the oats in a granary that lets air into the oats so that they become bin burnt. Then, when the oats are half way cooked they are afraid they will turn black and make haste to haul them to the elevator. The oats then are in a condition that the buyer can do nothing with them.

Most of the trouble is due to excessive moisture, and this can be remedied by letting the oats stand in the field uncut until dried out. That is the duty of the grower.

If, unfortunately, the oats are damp, they must be permitted, between cutting and shipping, to go thru the sweat undisturbed for 8 to 10 weeks.

When farmers have so far neglected their work as to bring in damaged oats the dealer must protect himself in buying by accepting

them only at a sufficient discount under the price paid for oats that are in good condition.

Depressing Effect of Centralized Selling.

The central selling agency of the Canadian wheat pools has a rigid policy of one price to all buyers. All buyers obtain the same price on the same day. This is inevitable in a concern controlling such vast quantities of grain. Automatically this thrusts upon the Pool the burden of maintaining prices, while those not in its combination have the privilege of cutting under and getting the business, when their system of handling the grain is less costly than that of the Pool. Also those on the outside knowing the Pool price can mark up their selling price at home and abroad to just under the Pool price and thus increase their profits. The whole trend over a period of years, of such stabilization, however, is toward lower prices.

Not in the past 50 years have we had a wheat market so dead as on Friday and Saturday, Dec. 21 and 22, with the May wheat range holding within a quarter of a cent. Contrast this with the markets of December to March, 1924-25, before the Pool had stabilized the market, when the range was 5 to 10 cents per day. At that time, in 1924-25, the Pool was able to realize a price of \$1.66 for No. 1 northern at Fort William. As its stabilization and control became more perfect the average Pool price sank to \$1.45 the following season, \$1.42 in 1926-27, \$1.42½ in 1927-28, and now promises to be considerably less for 1928-29.

Such a stabilization is beneficial to millers, hedgers and importers in Europe who desire a steady or declining market, but is such an absence of speculation of advantage to the wheat growers?

Merchandising on Credit Unprofitable.

Some sidelines have proved very profitable for country elevator operators when they persisted in doing business for cash, but the close of the year will find many dealers doing business on credit that are wasting a large amount of midnight oil trying to collect dead accounts. Conducting a merchandise business on credit makes it necessary to more than double the margin of profit on which the goods are handled if the dealer is to close each year without a loss.

It is unsafe to tie up the entire working capital in bad debts and to borrow money at the bank to do business on. Without naming individual companies it can be stated that an audit of 46 elevator companies in South Dakota showed that they had 92 per cent of their net worth invested in equipment, yet had an average of \$5,908 each in Accounts Receivable, part of which was not covered by the capital invested. Paying interest on money borrowed from banks and commission merchants in order to loan it without interest to patrons is a losing business.

Grain dealers have handled grain for cash on a narrow margin, so are unaccustomed to the heavy losses experienced in retailing merchandise on credit.

Your New Year's Resolutions.

The New Year presents splendid opportunity for grain elevator operators suffering from old time trade abuses to inaugurate a number of reforms which would bring them safer business methods and surer profits. Unless one takes time occasionally to analyze the burdensome conditions surrounding his business he cannot expect to make a systematic campaign for the improvement of those conditions.

No ambitious dealer is willing to let his business stand still, everyone is eager and anxious to progress and prosper, but can make little advancement along this line unless they study the situation and follow some practical campaign to bring about improved conditions. New Year's resolutions have not always proved effective, but that should not deter any dealer who has a speck of determination from attempting to inaugurate improved methods with the hope of placing his business on a safer basis.

Unless the ambitious dealer has some definite ideal to strive for he will continue to flounder around in deep water without making any headway toward the hoped-for goal. The man without an ideal either in private or business life is hopeless because he has no definite aim for improvement. The grain trade is encumbered and handicapped by so many loose and profit-destroying practices we would think that every elevator owner would avail himself of every opportunity to resolve to correct these bad practices. New Year's Day resolutions may not effect all the reforms desired, but they will help to crystallize the grain dealer's ideas of what should be done and stimulate the determination of progressive dealers to make a more determined effort to attain the desired improvement.

Decisive Vote Against Congressional Meddling.

A special meeting of the members of the Chicago Board of Trade had been held to explain fully reasons actuating the legislative committee in recommending the change in the rules to do away with quotations of the active future during the last ten days of the month. The membership understood well that the purpose was to obviate legislation by Congress usurping the rights of the members to control their own rules, yet they discarded the whole scheme by a vote so heavy that it can only be taken as a repudiation of meddling by attaches of the government in Board of Trade affairs.

The whole scheme of federal interference with exchange affairs rests on the fiction that the details of management and rules are a matter of public interest. This would be true if the grain exchange was a monopoly and no one could buy or sell grain without doing so thru the exchange, just as it is not practicable for the small consumer to generate his own electricity rather than to patronize the public utility.

Innumerable brokers located at interior points are doing a cash grain business without the employment of the exchange; and if the government makes exchange membership too burdensome some of the trade will go around the organized terminal markets, which deserve

recognition by reason of the higher ethics of doing business that they have established.

Besides the unwillingness to submit to bureaucratic meddling one factor in the vote against trading during the last ten days of the month was a conviction of many cash grain handlers that the proposed rule itself was absolutely worthless.

Judgment against Railroad for Damage to Corn.

A car of corn shipped by the Clement Grain Co. from Waco to Barnum, Tex., was wrecked near its destination, at Corrigan, and, buyer refusing to accept it, was shipped back to Waco by the Clement Grain Co. The buyer of the corn had gone to Corrigan and inspected the corn, one-fourth or one-half of which was on the ground, before it was reloaded into the new car. While the corn was lying on the ground it was rained on. It was heating and sprouted. Ben E. Clement testified that when the corn was returned to Waco it was in a leaky car and there had been a great deal of rain a few days preceding.

The car had originated at Grinnell, Kan., Nov. 8 and was returned to Waco Dec. 3. The evidence was that the corn was in good condition when it left Waco.

The jury found that the railroad company allowed the corn to get wet, which caused it to be damaged, and that there was no additional damage to the corn when transported back to Waco.

The Clement Grain Co. brought suit against the Houston & Texas Central R. R. Co. for damages and was given judgment in the McLennan County Court. The railroad company, objecting to the testimony of Mr. Clement on the value of the corn before and after damage, appealed to the Court of Civil Appeals of Texas, which on Oct. 11, 1928, affirmed the decision in favor of the Clement Grain Co., saying:

We think that Mr. Clement was competent to testify with reference to the market value of corn of the kind and character contained in said car, at the time same should have been delivered in Barnum, if it had been delivered in good condition. We think the testimony was sufficient to authorize the jury to find that there was no market value of the corn in question in its damaged condition at Barnum or Corrigan.—10 S. W. Rep. (2d) 400.

THE PLEA by a Louisiana Congressman in favor of an appropriation for strawberry market reports for a town in that state was that unless the government provided the reports they would have to pay for them themselves. This argument will appeal to the elevator men who for years have been paying for their own C. N. D. reports on the grain market.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C., St. P., M. & O. 33,858, passed over 21st street, Wichita, Kans., at noon on Dec. 11, leaking wheat badly thru the floor, right front end.—J. E. Carroll, the Carroll Grain Co.

Weight Suggestions.

BY W. S. BRAUDT.

A great deal of grain from country points is weighed out at the Eastern seaboard under railroad supervision. This suggestion is offered to indicate how the outturn weight can be proven at a minimum of expense, in case you have to go to court to obtain settlement on a shortage in weight.

Assuming that a satisfactory settlement of your shortage claim has been refused by carrier, and you have filed suit to recover and proof of the destination outturn weight is necessary. Simply get an order from the Court, previous to the trial date of your case, requiring the railroad to produce at the trial of your case, the record made by the railroad weighmaster, at unloading point. This will be your outturn weight evidence and obtained without necessity of taking a deposition or going to any other expense.

Illinois Statutes provide that where the carrier *refuses or fails* to weigh grain received by them or delivered by them at destination, that the affidavit of shipper or receiver or their duly authorized representatives shall be accepted as evidence of amount loaded or unloaded. Hence the value of the above suggestion applies only where the railroad actually weighs the bulk grain on receipt or delivery.

While on the subject of proving up weights, let me again urge that you keep a loading weight record in complete detail. There will be times when a year's work of this record making will be saved in a couple of losses. The railroad likes and demands full details of a country elevator loading weights. Some of the railroads, such as the C. R. I. & P., go to the expense of providing forms to be filled out by country shippers of grain, showing full weighing details, the travel of the grain to car, the number of doors used to cooper the car, the opinion of the shipper as to the condition of the car for bulk grain loading and movement, and a few incidental details. One of these forms to accompany every bill of lading tendered the railroad for every car of bulk grain. It's a mighty good record. Lots and lots of times it causes an investigation of a weight discrepancy to be made *before* claim is actually filed and much time is thereby saved in coming to a decision to pay or reject the claim.

The value of a good loading record from a country elevator cannot be stressed too strongly. Time and time again I have seen dollars get away from the shipper that could have been saved if the loading record was clear and concise. It doesn't take much time. It's more a habit than anything else. Once you get used to doing it right you keep at it automatically, and think of what you save when you actually need EVIDENCE to back up your claim!

Hopper scales ought to show weight of each draft. Wagon scales, direct to car from the scale, ought to show gross, tare and net. Automatic scales ought to show opening draft number and closing draft number, and the number of pounds to each draft. Try keeping this kind of a record. I hope you will have use for it, but seldom, but when you do need it, it will be worth far more to you than it cost to compile it.

Bankruptcy is feared by J. C. Stamps and others who have started suit against the Arkansas Rice Growers Co-operative Ass'n for a receivership, alleging inefficiency of the management. The pool has brought suit for an injunction restraining J. R. Wilson from delivering his rice elsewhere than on his pool contract.—P.

U. S. Milled Canadian Wheat will be prohibited exportation into countries allowing a preferential duty on American flour or other products, if the bill recently introduced at Washington is enacted. The U. S. Constitution denies Congress authority to tax or regulate exports, so the bill must be a bluff.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

Objects to Using Poor Grain Doors.

Grain Dealers Journal: For two or three years the C. & E. I. R. R. Company has been furnishing used or reclaimed car doors to cooper grain laden cars. We have complained about this practice and have told them we would not accept more of this poor grade of grain doors. Today they are unloading at my Reilly, Ill., elevator a carload of the poor doors we told them we could not use. We refused to accept these doors, so now they are sorting them, but at that, many are not serviceable for grain loading. Their use results in leaks through warped doors or through jammed or scarred edges of doors. Often these leaks are so small the shipper is not justified in making claim against carrier who furnished the damaged grain doors. Other times the leaks are large enough to file claims. I prefer to prevent shortages rather to spend twice as much time trying to collect for them.

The practice of railroads furnishing reclaimed car doors for grain loading should be discouraged and we as shippers will thank your Journal for assisting in getting better cooping material, less grain lost in transit, and fewer claims.—Very respectfully, Fred C. Leach, Reilly, Ill.

Demand Payment of Grain Claims in Full.

Grain Dealers Journal: Our 29-cent suit against the T. & P. Railroad Co. was occasioned by our having shipped a car of wheat to a flour mill and after we deducted the $\frac{1}{8}$ of 1% shrinkage the amount due us was 29c. The T. & P. stated the amount due us was the difference between the two gross weights and the argument came about because the mill that unloaded the car had a different tare weight from ours, that is, it was more; from which you can readily see that if the tare weight is raised it will lower the net contents.

Our elevator is a Federal bonded house; the weighmaster being bonded to weigh under the United States Warehouse Act. In addition to this, the Dallas Car Interchange Bureau has a man stationed at our elevator to reclaim doors on inbound cars, cooper all outbound cars for loading and supervise the weighing. He does not exactly supervise, but he makes a written report to the railroads as to gross, tare and net weights, seal numbers, number of grain doors on both in and outbound cars, and to secure this information he sees the cars weighed both heavy and light.

The mill that unloaded this car is a member of the W. W. I. B. and the railroads accept their weights in the assessment of freight charges. We do not know whether they have a man stationed there to supervise the weights or not, and we are not in position to say anything about the tare weight at destination, whether it is correct or incorrect. This is a matter that is strictly up to the railroad.

The Santa Fe Railroad refused to pay us on two similar claims. One amounted to \$1.34 and another to \$1.11. We entered suit on these two and they paid our attorney's fee, court costs and the claims in full.

As you no doubt know, on nonleak claims the railroads, for quite a long while, paid only 75%, and now since they are paying 100% it seems they are trying to find other loopholes through which to avoid paying grain claims.—Pearlstone Mill & Elevator Co., Inc., C. J. Wheeler, sec'y, Dallas, Tex.

Grain Administration Awakening.

Grain Dealers Journal: It is the writer's opinion that Mr. Besley and other officers of the Bureau of Markets have finally awakened to the fact that the Grain Standards Act of 1916 has not been functioning in the interest of the producers and the grain trade in general, for which the Act was intended.

Their technical application of the various grading factors has degraded a considerable percentage of the total production and caused unnecessary millions of dollars of losses to the producer, as well as the grain trade, and it is very recent that the officers of the Bureau have shown any desire or disposition to give the interested parties some consideration in the matter of grading grain.

Mr. Besley has convinced me that it will be their policy in the future to endeavor to iron out any disputed grading factors or any other misunderstanding between the trade and the Bureau.—J. S. Hart, Kansas City, Mo.

Mississippi Barge Line Doing Profitable Business.

Grain Dealers Journal: In looking over the December 10th number of the Journal, I ran across the following:

The Mississippi River Barge Line, which has been operated by the Government, has much more down-river business offered it than it can handle, yet its managers, in hope of attracting still more business, have announced a reduction of the rate on grain from St. Louis to New Orleans to 12c per hundred pounds. Some Baltimore taxpayers, who do not look with favor on the barge line's increasing deficit, have petitioned the I. C. C. to investigate the tariff so the barge rates may be doubled instead of reduced.

I have been associated with the development and workings of this organization for several years, and it is beginning to develop into a service of real moment to the farmers and merchants of the Mississippi Valley. When I see articles such as the enclosed, it makes me wonder if the writers stop to inform themselves of the situation and realize how much damage they do to the working out of the problems that have for their objective real relief to the farming problems and merchandising problems of this great Mississippi Valley.

Relative to the enclosed clipping, I beg to inform you that the rate on grain from St. Louis to New Orleans instead of being reduced, has been advanced slightly, and this rate is eighty per cent of the rail export rate that is in effect today. The saving to the shipper by water is twenty per cent of the rail rate, out of which he must pay the loading and unloading charges.

In addition to the above, I wish to call attention to the statement that the Barge Line is making money, instead of showing a deficit. The earnings this year will be the greatest in its history, and they are continuing to grow in a most gratifying manner.

Furthermore, the statement that more down river business is being offered than can be handled, is not true. As a matter of fact, the preponderance of tonnage handled is upstream, and not downstream. For the ten months' period ending October, 1928, the difference is approximately 200,000 tons more upstream than downstream.

The only way in which the farm problem can be relieved is thru the reduction of transportation charges on their products to the seaboard. The railroads have gone to the limit

in this respect, and now water transportation is being offered that will correct this situation. At the same time, this cheap water transportation is developing and bringing new interests into the picture, so that we find that parallel and competing railroads are showing increased tonnage, together with increased earnings, so that the river transportation seems to be working as a benefit to the situation as a whole.—Very sincerely yours, H. E. Halliday, Cairo, Ill.

New England Dealers Annual Meeting.

The New England Retail Grain Dealers Ass'n reached the climax of a most successful year when it held its first annual meeting at Boston, Dec. 20. The Ass'n boasts a paid up membership of six hundred, a full time paid sec'y and the completion of the ground work of what gives every evidence of becoming a most successful institution.

A. W. Braisted of Bennington, Vt., was elected to the presidency. He succeeds William N. (Bill) Howard who guided the destinies of the young organization both thru its preliminaries and its first actual year of work. F. B. Glover of Stafford Springs, Conn., is the new vice pres., while Revere W. Kent of East Providence, Rhode Island, continues to serve as treas. Lynne P. Townsend was reappointed to the secretaryship.

Professors G. C. White and Wm. E. Monahan of Massachusetts Agricultural College addressed the convention. The evening session took the form of a very successful Banquet and entertainment.

The Ass'n by unanimous vote adopted measures of a most far reaching nature designed to put the retail dealer in his proper favorable light toward the buyers of grain and feed in New England.

The Boston meeting was well attended and for general enthusiasm and earnest attention to the problems put before it, has not been equalled for many years. Truly, the membership of the New England Grain Dealers Ass'n may be said to have taken a new lease on life to have acquired an optimistic and energetic attitude toward its problems and its place in New England affairs. Those who are best informed look forward with high hope to the year 1929.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Dec. 31-Jan. 1-2. Ass'n of Official Seed Analysts, Hotel McAlpin, New York, N. Y.

Jan. 23-25. Iowa Farmers Grain Dealers Ass'n, silver anniversary convention, Fort Dodge, Ia.

Jan. 24-25. Indiana Grain Dealers Ass'n, Indianapolis, Ind.

Feb.—Montana Seed Council, Bozeman, Mont., in conjunction with the annual Farm & Home Week, fostered by the state college.

Feb. 5-7. Farmers Grain Dealers Ass'n of Illinois, at Joliet, Ill.

Feb. 5-7. North Dakota Farmers Grain Dealers Ass'n 18th Annual Convention, Fargo, No. Dak.

Feb. 13-14. Indiana Farmers Grain Dealers Ass'n, place to be announced later.

Feb. 19-20. Eastern Federation of Feed Merchants semi-annual meeting, Binghamton, N. Y.

Feb. 19-21. Ohio Farmers Grain Dealers Ass'n, place to be announced later.

Feb. 19-21. Minnesota Farmers Elevator Ass'n, Minneapolis, Minn., headquarters Hotel West.

1929, Kansas Grain Dealers Ass'n, Wichita, Kan.

Oct. 14-16.—Grain Dealers National Ass'n, Hotel Pere Marquette, Peoria, Ill.

The Agricultural Situation and the Board of Trade.

BY SAMUEL P. ARNOT, PRESIDENT, CHICAGO BOARD OF TRADE.

Surveys of agricultural America provide evidence that farm prosperity has been greatly enhanced.

The livestock farmer is much better off than he has been at any time since 1920. The cotton grower is prospering. Grain prices are good in light of bumper crops. The year just closing saw large production of almost every crop. The world in general is prosperous enough for us to anticipate a profitable outlet for practically all food products.

Gross income of the American farmer for the year will be larger than that of the preceding year. Net returns after deducting costs of production will exceed those of last year. Hence farm purchasing power will be greater than at any time since the war. Moreover this purchasing power will be more uniformly distributed.

Today the farm outlook is genuinely encouraging. There are fewer distress areas than at any time in nine years. There always will be some farm bankruptcies, just as there always will be industrial bankruptcies. But one of the most hopeful indications is the fact that agricultural failures have been materially reduced in the past twelve months.

Farming is more businesslike. That is a cheerful sign. Farmers everywhere are awakening to the necessity of better production methods. They are using improved equipment to cut labor costs. They are making more careful study of their returns through correct accounting methods, to the end that they may find and plug up farm leaks. There is a growing conviction that crop diversification is necessary, and that the one-crop gamble is basically unsound and must sooner or later be abandoned if periodic distress is to be avoided.

Equality for agriculture should be reached without resort to legislation. Political agitation, designed to commit Congress to economic fallacies, seems to have about run its course. General interest in the farmer is stronger than ever. If the recent political campaign had accomplished nothing else, it would have demonstrated that the farmer is feeling better, and that he is able to work out his own salvation without the help of artificial methods, but with the aid of a freshened general interest in him, and a sincere desire to see him prosper in a measure commensurate with all other lines of endeavor.

Overproduction, the great evil of the past, must be corrected. Pooling, holding crops off the market, and other artificial means of raising prices can bring only temporary benefits. The true remedy lies in judicious production, coupled with crop diversification. When that goal is reached the usual farm ills will have been eliminated.

GRAIN MARKETS have functioned well during this year of McNary-Haugen agitation, freakish weather changes, and political campaigns. What promised late in the spring to be a small wheat crop with high prices, became a bumper crop with low prices.

There can be no doubt that the grain markets are disturbed and distressed by too much political activity, particularly in the way of threatened legislation. Less legislative tampering with the markets would instill greater public confidence, increase the investment in grain, and be a true benefit to the farmer. Such uncalled for attacks as the Capper-Dickinson bill, now pending, can only cause further lack of confidence, with subsequent injury to farmer, grain merchant, miller, banker, exporter and all others identified with the grain industry.

Three outstanding events marked the year for the Chicago Board of Trade. It celebrated its eightieth birthday in April. It moved from its old building into temporary quarters while the new 44-story home of the exchange is being constructed. And it definitely determined to turn its vast facilities of trained traders and

private wire systems to dealing in securities. By overwhelming vote the members so decided. Now work is going forward rapidly. The highest standard of rules found anywhere will be observed. Only genuinely good stocks will be traded in, and only those properly listed with the exchange by corporations.

Our stock market will succeed, just as our cotton market has succeeded and has inaugurated many progressive changes, later established by other cotton exchanges.

Chicago's growth as a financial center will be expedited by the securities market of the Chicago Board of Trade.

Sec'y Chas. B. Riley Passes Away.

The grain trade of Indiana and neighboring states was deeply grieved by news of the death of Charles B. Riley, 77, Sec'y of the Indiana Grain Dealers Ass'n and of the Indiana Millers Ass'n, at the Methodist Hospital, Indianapolis, Tuesday, Dec. 11. For the past quarter-century Mr. Riley had been closely associated with the grain and milling ass'ns of Indiana and his best efforts had been given to the benefit of the trade. Tho Mr. Riley had been in poor health for several years he had continued steadfastly at his post until he contracted influenza early this month which developed into pneumonia.

Services were conducted at the Broadway M. E. Church, Indianapolis, Thursday, Dec. 13, with Rev. John W. McFall, pastor, officiating. A wealth of floral offerings testified to the place Mr. Riley had held in the hearts of his associates and the grain trade. Burial was in the Crown Hill Cemetery.

Mr. Riley was born in Clermont County, Ohio, Oct. 1, 1851. His parents moved to Indiana that same year and his boyhood was spent at Adams, in Decatur County. Academic training led to a career in law which Mr. Riley fondly hoped to practice, but an impairment to his health compelled him to abandon this ambition. In 1879 he married and shortly thereafter moved to Milroy, Ind., where he engaged in the grain business, operating an elevator until 1888.

Mr. Riley went to Kansas when the territory was just beginning to blossom into the state as it is now known, and from there he went to Colorado where he became connected with the gold mining industry at Cripple Creek. Later he served as a civilian in the Quartermasters Department of the U. S. Army during the Spanish-American War, being stationed in Cuba.

His family moved back to Milroy, Ind., during the war and at its close he returned there also, where he entered the milling business in 1900. Three years later he moved to Indianapolis to take the sec'yship of the Indiana Grain Dealers Ass'n, which was organized in 1903. In this capacity he served until 1907 when he was made a member of the first State Railroad Commission and he was an important figure in drafting the first railroad law in the state of Indiana. On March 1, 1911, he returned to the sec'yship of the Indiana Grain Dealers Ass'n and shortly thereafter also accepted the sec'yship of the Indiana Millers Ass'n, serving both these organizations until his death.

While living in Indianapolis Mr. Riley became a director of the Washington Bank & Trust Co., a member of the Rotary Club, and a member of the board of the Broadway Methodist Church.

His long connection with the grain and milling trades brought him into intimate contact with the members of this industry not only in Indiana but also thru a large part of the country. His ability to handle the situations which constantly come before the sec'ys of ass'ns, his dependability, his kind and cheerful disposition, attracted an ever widening circle of friends in religious and civic circles as well as in the trades with which he was intimately associated.

Mr. Riley was constantly working for the betterment of grain trade conditions. Lew Hill of the Lew Hill Grain Co. referred to this quality in a letter which he sent out the day following Mr. Riley's death, in which he said:

"Years of association with Mr. Riley inculcated in those who knew him the deepest respect for his integrity, the utmost confidence in his business ability, and an abiding love for his beauty of character. He always strove to bring about a closer feeling of harmony and good will. No man had a finer sense of fairness."

Mr. Riley is survived by his wife, Ida B. Riley; two daughters, Mrs. T. L. Johnson of St. Louis and Mrs. E. R. Lee of Rochester, N. Y., and a sister, Mrs. Lyde Rouse of Boulder, Colo.

The grain trade mourns with the family and friends and extends its heartfelt sympathies.

Average wheat protein content on this last crop is the lowest inspected by the Kansas City laboratory of the Kansas State Grain Inspection Department in the past six years, averaging only 11.90, as against 12.27 last year, 13.01 in 1926 and 12.95 in 1925.

Ethylene oxide as a fumigant is very effective against grain insects, but the U. S. Dept. of Agriculture finds that the vapors seriously affect the germination, so that this chemical should not be used for treating seeds.

The Wisconsin Milling Industry dropped from first place in the state in 1880 to twenty-first, according to a report of the Wisconsin Manufacturers Ass'n. The value of the output held fairly well, being \$27,639,000 against \$22,414,000.

Weevil prevention at Gulf of Mexico ports will be aided and investigated by a recently approved \$17,000 appropriation of the Kansas legislature, including extending the work of flour inspection.

Latvian authorities have proposed suspension of import duties on grain until Aug. 15, 1929.



Chas. B. Riley, Indianapolis, Ind., Deceased.

Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Powdered Molasses on Market?

Grain Dealers Journal: Can you tell us if there is a dry, condensed or powdered molasses on the market in the form such as dried buttermilk. We understand there is, and if so desire to secure same.—E. W. S., Ohio.

Ans.: From best authorities we learn there is a powdered molasses on the market, but that it is not satisfactory for use in mixing with feeds. The reason attributed to the unsatisfactory disposition of powdered molasses is that as soon as exposed to the air it collects moisture and quickly reverts back to its original state, or else gets bally.

Responsibility of Buyer of Mortgaged Grain?

Grain Dealers Journal: Is buyer responsible to mortgagee when notified of mortgage on grain, where no attempt has been made by mortgagee to collect from mortgagor after mortgage was past due?—Farmers Co-operative Ass'n, Roscoe, Neb.

Ans.: After having been notified of mortgage buyer must hold out enough of the proceeds to pay the mortgagee. If he neglects to do so he can be made to pay twice for the grain. A mortgage is really a first sale and notice to buyer makes it good as against him.

Validity of Pool Contracts?

Grain Dealers Journal: What is the standing of a farmer who has signed up with the pool and has not paid his dues?

We have a few here who signed up contracts this fall, but did not pay their membership fees. These were to be taken out of the first grain that they delivered.—J. A. Hokanson, Morristown Grain Co., Morristown, S. D.

Ans.: If the pool solicitors make no misrepresentations and the pool is meeting its obligations those who have signed up are bound by their agreements. The pool can make them defendants in a suit to enforce the contract.

A grain buyer who was not active in persuading members to break their contracts is not liable for buying pooled grain. A pool contract is not the same as a lien of thresherman, landlord or mortgagee, under which a grain buyer can be held.

Validity of Future Contract?

Grain Dealers Journal: I bought some grain on my account for a man and it lost money. He gave me a note and mortgage on his personal property. He has now taken the bankruptcy law, and the other creditors are trying to have my mortgage thrown out.—B. H. Cox, Tennant, Ia.

Ans.: The Supreme Court of North Dakota gave judgment against H. Spitzer, a farmer, for whom the Pomona Farmers Elevator Co. had sold 10,000 bus. of rye for future delivery. Spitzer gave a note for \$4,000 to cover the loss and later claimed it was gambling. 184 N. W. 880.

The Surrogate's Court of New York County, in Ranlett's Estate, held that a note given to cover the indebtedness growing out of sales of cotton for future delivery was valid. 193 N. Y. Supp. 637.

The Supreme Court of Michigan, in E. B. Cadwell & Co. v. estate of Robert C. Lean, decided in favor of the brokers, who held a note given by Lean to margin his trades in wheat futures.

The U. S. Circuit Court of Appeals, 154 Fed. 487, in Springs & Co. v. Carpenter, held that it was no defense to a note given to plaintiffs for balance due them on future trades that the transactions were gambling and that the note was given to secure losses, in the absence of proof that plaintiffs had knowledge of defendant's intentions, if such intention existed, not to receive the cotton purchased by them.

The foregoing are only a few of the many decisions that have appeared in the Grain Dealers Journal sustaining the validity of notes given to secure trades in futures.

Holder of Draft a Preferred Creditor?

Grain Dealers Journal: Is the holder of a draft a preferred creditor in a closed bank in South Dakota?—John Green, agent, Geo. P. Sexauer & Son, Arlington, S. D.

Ans.: A draft directed to a bank for payment, but not presented for payment until after the failure of the bank, and consequently never charged against the account of the drawer, gives the holder no claim against the bank. If the draft or check was presented within a reasonable time, the holder has a claim against the drawer just as if the draft had never been drawn, for the full amount.

The courts have held that where the assets of a bank have been augmented as a result of the transaction the holder of the paper is a preferred creditor, after the paper has been accepted by the bank.

Weevil Killer Wanted.

Grain Dealers Journal: We would appreciate any information you will give us regarding a "weevil killer," how to use it, and where it can be obtained, etc.—L. L. Seago, mgr., Co-operative Grain & Supply Co., Grand Ridge, Ill.

Ans.: Chlorpircin is the outstanding weevil exterminator now on the market; is the most effective, easiest to apply, safest and cheapest. Using this fumigant does not invalidate your insurance policy. In addition to ridding an elevator, mill, warehouse, etc., of weevil, chlorpircin (or Larvacide as it is known commercially) will exterminate all forms of bacteria, fungus, insect pest, vermin and rodent infestation. The germination or milling quality of grain exposed to this fumigant is in no way impaired.

In figuring the amount of Larvacide to use, take the outside measurements of the plant; multiply the length by the width by the height in feet. The resultant figure comes out in terms of cubic feet. Since from two to three pounds of Larvacide are required per 1,000 cubic feet, the "dose" is easily calculated. The "dose" or "charge" depends upon the density of the material to be treated. Full details on fumigating with this fumigant appeared on pages 123-128 of the Jan. 25, 1928, number of the Journal.

Terms of Sale Disputed.

Grain Dealers Journal: With regard to reply in Asked-Answered column of Dec. 10 number of the Journal, this has been referred to me by my client with the request that I ascertain from you any citations of court decisions upon which are based the suggestions in the reply.—Payne H. Ratner, Parsons, Kan.

Ans.: Citation on signing confirmation: In Clark v. Topeka Flour Mills Co., 198 Pac. 935, it was held that there was no contract unless confirmation was agreed to. Also H. L. Strong v. Thurston & Son, 191 Pacific 575. In Cargill Commission Co. v. Mowery, 99 Kan. 389, 161 Pac. 634, it was held that as neither party to the trade accepted the other's confirmation there was no contract; also 158 Pac. 1120. In B. Strong v. Alexander Milling Co., 243 Pac. 1039, it was held that the contract could not be altered by the confirmation, and this decision is most illuminating, the Supreme Court of Kansas saying "We see no reason why the failure of the defendant to reply to the plaintiff's confirmation should have any greater effect than the plaintiff's failure to reply to defendant's."

Citation on sale by sample: In Adkins-Polk Co. v. John Barkley & Co., 297 S. W. 756, the Court of Civil Appeals of Texas held that whether the goods tendered correspond in quality to the sample is to be determined at the place of sale or point of shipment. An inspection of the goods may be made at destination, but its only effect is to determine the condition of the goods at the shipping point."

The largest country grain shipping point in the entire British Empire is said to be Vulcan, a small hamlet in southern Alberta, whose 9 elevators handled 2,500,000 bushels of grain last year and promise to break this record in 1928.

Bad Effects of Curtailing Futures.

With regard to the proposed rule of the Chicago Board of Trade doing away with trading in a future the last 10 days of the month effective arguments have been made against the proposal by Jos. P. Griffin, and by some of the leading cash grain houses.

Mr. Griffin said: Shortening the period of trading activity lends itself to manipulation of future contracts, and under the proposed rule there will be undoubtedly further manipulation in the cash property between the cessation of trading and the end of delivery month.

That portion of the proposed rule following the proviso is not only ambiguous but meaningless. Under our present Clearing House system, the Clearing House is the buyer to all sellers and the seller to all buyers. The Clearing House is simply a piece of machinery for clearing contracts and could not possibly have any interest in making agreements as provided in Rule 246. Under existing conditions the buyer and seller do not have direct contact, so that the proviso is utterly worthless as a method of adjudicating contracts after the twentieth day of the delivery month.

The Capper-Dickinson bill, the fear of which has brought forth this fanciful rule, is a product of attaches of the Department of Agriculture. Under the guise of further regulating transactions in grain for future delivery, various nonsensical features have been incorporated in that bill. There is no chance whatever for the Capper-Dickinson bill to be enacted into a law, for the simple reason that while it ostensibly restricts the volume of trade of speculators, the actual effect of the measure is to permit unlimited selling, through hedges, while at the same time restricting the volume of buying. Congress has blundered, but it will never crucify the farmer by adopting this particular bill.

This appears to me an appropriate occasion for plain speaking. In recent years there has been an aggressive effort to force upon the grain exchanges what is commonly known as a "stabilized market." For the benefit of the uninformed, an ideal "stabilized market," in the view of its advocates, is one where speculation is minimized, where fluctuations are narrow, where prices are low, where distant months are on a carrying charge basis above nearby deliveries, and where the cash grain is at a discount when purchased and a premium when sold. In other words, it is hoped to establish a market that would be a paradise for hedgers but which would redound to the great injury of the farmer and the grain trade. While it is regrettable, I nevertheless believe it to be a fact that in the last five years numerous officials and committees of this exchange have been persuaded by the arguments of the sponsors of the so-called "stabilized market." Our provision pit is a good example of what may be expected in grain if proposed rule 246 and similar measures are adopted.

Thirty grain firms joined in the following objection:

The "Carlot Delivery" rule, the "Default" rule, and the "Extortion" rule are sufficient to prevent manipulation, and they do this without injury to the cash grain trade, and without limiting competitive opportunity of this market to draw to it the cash grain.

If adopted, the proposed rule will upset the trading practice and custom that has successfully met the test of commercial necessity and experience. Our present practice has proven adequate; on the one hand, to safeguard the interest of the farmer and the grain trade that sells or hedges grain in this market, and—on the other hand, to safeguard the interests of the consumer, distributor, miller, industries and exporters who furnish the buying power and demand that comes to this market. We must be careful to preserve buying power. Only by so doing can we merit the confidence of the producers.

We know as a matter of continual experience that if futures, in comparison to cash carlots, get out of line with real values during any current month, all of the interests which furnish the buying power for grain in our market buy these futures and take delivery. This because they know the maturity of the future will furnish them with grain for shipment at a time when they want it. If we stop the open trading by the 20th of the month we have reduced the buyers' interest and the value to him of these futures by a full one-third. It is vital to stimulate the interest of buyers who will take delivery of grain they purchase rather than to discourage the legitimate use of our contracts for grain for future delivery.

It is not fair to a buyer to encourage him to pay for deliveries up to the 20th of the month when these deliveries might not be shipped until after the end of the month—and at the same time compel him to depend upon a negotiated or agreed upon price as the basis for his policy decisions during the last ten days of the month. Such a policy is subversive of the interests of buying patrons of our market, and anything that operates to handicap and discourage buying power in our market works to the direct disadvantage of both producer and consumer.

From a practical standpoint, the situation is most acute in the deliveries which reflect new crop values, viz., July, September, December, but May futures are similarly affected because of the opening of navigation then. Our present active months and the trading thruout these current months reflect the commercial necessity born of the crop producing and crop moving cycle of the calendar.

The threat that government will impose such a measure should be disregarded, because we cannot afford to adopt injurious measures at the behest of those who know less about their effects than we do. No doubt those who propose these and all other restrictive measures have done so out of a purpose of improving markets, but we should interpose our expert judgment when necessary in order to prevent unwise measures quite as much as to adopt wise measures. Only thus do we really co-operate with government.

The public which patronizes our market has a right to expect our refusal to adopt a program when the refusal is justified by precise knowledge of its distressing results to producers and consumers alike. If such rules are nevertheless compelled by governmental force, our protest will in that event place the responsibility where it belongs.

Governmental restrictions have discouraged and harassed and measurably destroyed the public interest in grain and have fully displayed their futility and failure to accomplish their purpose—they have been by experience proven harmful to the interest of producers particularly. We should not lend our approval to anything which would have this—as even a possible effect—certainly not, to a proposal which promises this as a probable effect.

India is expected to import around 21,000,000 bus. of foreign wheat this season, the majority of which will be supplied by Australia.

Wonders Performed by Mixing Houses.

J. A. Burrell, representing the United Farmers of Canada, told the Saskatchewan Grain Commission of Inquiry recently that the elevators at the lake head raised the grade of 23,000,000 bus. of wheat in one season. His figures follow:

No. 1 Northern—Intake—14,360,221 bus.;	
output 18,125,981 bus.	
No. 2 Northern—Intake—32,638,476 bus.;	
output—40,670,850 bus.	
No. 3 Northern—Intake—13,748,243 bus.;	
output—25,453,095 bus.	

Calendar of Legislation.

Proposal of various bills to profit bureaucracy and alleviate the disastrous situation in various lines of activity, continue to come before Congress. Here is a partial list to add to those published in the last number of Grain Dealers Journal:

S. 5029. Fess. To authorize unification of carriers engaged in interstate commerce and for other purposes.

H. R. 15075. Free. Calif. To amend section 15a of Interstate Commerce Act, as amended.

H. R. 7729. Prohibit transportation of prison-made goods in interstate commerce. Passed by House May 15; by Senate, Dec. 19, at behest of labor unions.

H. R. 14940. Representative Cannon (Dem.), Elsberry, Mo., proposing farm relief with a bill including equalization fee, which is virtually the McNary-Haugen bill as passed by both houses and vetoed by the President.

H. R. 15334. Berger, Wis. To regulate sale of securities, to prevent gambling in securities, to prevent sale of cotton and grain in future markets, and for other purposes.

Senator Thomas D. Schall, Minn. (Rep.), proposes a government appropriation of \$1,000,000 to establish a manufacturing plant in Kansas for making paper pulp out of wheat straw and corn stalks, using chemical processes discovered by W. E. Emery, chemist of the Bureau of Standards at Ames, in experiments for the government.

Rep. Garber, of Enid, Okla. (Rep.), proposed to introduce a bill to permit flour millers and wheat producers in the United States to derive full export benefits under existing laws and treaties. This would be an amendment to the Tariff Act of 1922, and has endorsement of the Southwestern Millers League.

S. Con. Res. 27, by Senator Thomas (Dem.), Oklahoma, proposes extension of an invitation to farm organizations of the country to select a commission of 10 members to represent agricultural interests before Congress in connection with consideration of farm relief and tariff legislation during the present session or the possible special session of Congress to be called after Mar. 4, 1929.

Capper-Dickinson Bill Analyzed

By Jas. E. Boyle, Professor of Rural Economy,
Cornell University

The Capper-Dickinson Bill (S. 3575) gives more power to the Sec'y of Agriculture and imposes new regulations on future trading exchanges.

The Secretary is authorized to fix limitations from time to time on size of speculative trades and on size of speculator's open interest lower than the two-million bushel limit set by positive rule in another portion of the bill.

He is authorized: To fix contract grades; to fix the premium on deliveries of grain above contract grade; To fix discounts on deliveries of grain below contract grade; To make it easier for the seller to deliver grain on his contract. One of the provisions of this bill is to the effect that the new contracts must provide for a period of at least ten days after trading in such contract has ceased to make settlement by delivery, and that delivery shall be made only after a three-day notice has been given showing grade of grain to be delivered and name of warehouse, if any, in which such grain is stored. The Secretary of Agriculture may fix longer period than ten days for settlements, and a longer period than three days for notices.

Dependence on Washington for new rules would be one result of the proposed new law. Complete self-government as known in the past is to be fundamentally modified by a provision of the bill which gives the Secretary veto powers similar to those of a governor-general over a colony. This provision gives authority to the Secretary in these words: "It shall be unlawful for any contract market to make, adopt, or maintain any rules or regulations, or any changes or modifications thereof governing trading in grain future delivery, which have not been approved by the Secretary of Agriculture."

Grain inspection in the grain belt states is now done by inspectors employed by the state or exchanges. This bill authorizes the Secretary of Agriculture to employ enough federal inspectors at each contract market to determine the grade of grain tendered for delivery on futures contracts.

In the matter of records and reports, the Secretary is authorized: To make rules and regulations for the keeping of records and filing of reports; To require customers to report all their trades, regardless of size. He must require all customers to report all trades of 500,000 bushels or more in any one day in any one future. These regulations strengthen the provisions of the Grain Futures Act, and guarantee that the Government shall have all the information it desires to have concerning the transactions on the market.

Limitations on Exchanges.—There are no limitations on the size of hedging transactions or on the size of open interests in purely hedging accounts. Speculative trades of over two million bushels by one trader in any one day in any one future is regarded as overtrading and is prohibited by this bill. It is likewise prohibited for a speculator to have a net position, long or short, of over two million bushels at any one time. As stated before, the Secretary of Agriculture may from time to time, on thirty days' notice, fix at will, if he so deems necessary, lower limits on speculative trades and on the open interests of speculators. This prohibition applies also to spreads and straddles.

It is unlawful for a member to make a contract calling for any grade of grain other than the federal grain standards. It is also unlawful to deliver any grain above or below contract grade, except as the commercial difference of price for the day, as fixed by the Secretary of Agriculture. The present rules of the Chicago Board of Trade set a fixed price differential, namely, wheats: two cents premium for No. 1 hard spring, five cents discount for No. 3 wheats; other premiums and discounts as stated for some five other grades. The corn differentials range from a one-half cent premium to a two-and-a-half cent discount. Oats, rye and barley also have fixed differentials.

It is unlawful for the member to make a contract without providing for a period of at least ten days after trading in such contract has ceased in which to deliver; such deliveries to be made only after notice of at least three days, stating kind of grain and name of warehouse, if any. This provision may be regarded as a mere extension of the several anti-corner rules now in force.

The veto power on rule making is given to the Secretary of Agriculture in Washington, so far as these rules apply in any way to future trading. The most important rules of the grain exchanges do apply to future trading. As stated before, no contract market can make, adopt or maintain any rules or regulations, or make any changes in rules governing future trading, without the approval of the Secretary. In short, this is the veto power now to be set up for the first time for these contract markets.

Puts and Calls to Be Abolished. — This bill would abolish puts and calls, or dealing in privileges, options, bids and offers, indemnities, or ups and downs.

Margins.—It is unlawful under this bill for any member to use margin money for his own purposes, or to require more margin from one customer than from another, or to fail to keep full account of all margin deposits. Under this section a highly responsible man of means would be accorded no more consideration so far as credit is concerned than the man of very little financial responsibility.

It is unlawful to fail to report to the Secretary of Agriculture each trade of 500,000 bushels or more, or each open interest of 500,000 bushels or more.

Wire Houses.—One section of the bill deals with non-member agencies. There is a provision of the bill which in my opinion is aimed at the wire houses, or more specifically at the branch offices of these wire houses. The provision requires that such agencies shall keep all the records and make all the reports in the same manner as do members, as required by the Secretary of Agriculture. It shall be unlawful for non-members, says the bill, to solicit or take orders for execution on a contract market unless such person keeps all the records and makes all the reports required by the Secretary, the same as above kept by the members.

A further provision of the bill deals with "agencies" of contract markets, and such agencies are also required to keep the same records and reports as the members. These agencies include the Clearing Houses, the news agencies distributing news and price quotations, the warehouses. These agencies include all persons and organizations associated or affiliated with contract market having any purpose or function relating in any way to future trading in grain. There will be no secrets from the government in the grain business if this bill is passed.

Seed Futures Added.—The Grain Futures Act applies to wheat, corn, oats, barley, rye, flax and sorghum. This bill adds grass seeds and the seeds of legumes.

Co-operative Grain Marketing. — The Grain Futures Act provides that co-operative organizations of grain producers, when lawfully formed and conducted, cannot be excluded from membership on the contract markets on the grounds that they are co-operative and that they pay their members rebates in the form of a patronage dividend. The new bill adds a clause in favor of the co-operatives. Now any association "composed substantially of producers," or "any organization acting for a group of such associations" must be included in the term "co-operative association of producers." The thought here evidently is that the wheat pools may want to join, or a superpool made up of other pools may seek membership.

The principal aim of this bill is to limit trading by the large speculators. Critics of the exchanges regard as "overtrading" the transactions of a few heavy operators.

Summary of Criticism.—Thus far we have had an analysis of the bill, with some of the background showing where there is a demand in Congress for such legislation. I wish to add a little comment in the way of constructive criticism and suggestion.

Would the provisions of this bill hurt the grain exchanges? The machinery of the bill, in my opinion, is too complicated. The principal feature of the bill, the limitation in trading, seems to me the wrong way to reach the goal. This matter should be left to the exchanges to handle for themselves.

The exchanges in recent years have proved their willingness to adjust the marketing machinery to new conditions by numerous constructive steps. The New York Cotton Exchange voted on November 16, 1928, by a six to one vote in favor of limiting both the size of the trade and the quantity of the open interests in cotton. It is much better to have exchanges handle these highly technical reforms themselves, as the Grain Futures Administration has recommended.

Too Much Bureaucracy.—The many minor provisions of this bill add too many details, in my opinion, to the duties of cabinet officers in Washington. We have a real danger of too much bureaucracy. This is an actual danger, and the country should be awake to it. If business is hampered by too much red tape or too minute regulation, both the producer and the consumer suffer from it.

More progress will be made by co-operating wholeheartedly with the Grain Futures Administration and the Secretary of Agriculture, in carrying out constructive suggestions than thru new restrictive laws and the placing of a com-

plete veto power over the exchanges in the hands of one man, the Secretary of Agriculture. In the 1926 report of the Secretary of Agriculture he refers twice to the co-operation of the grain exchanges in carrying out both the letter and the spirit of the law. Such continued co-operation would, it seems to me, be much better than the enactment of further legislation of the type of the Capper-Dickinson bill.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Naponee, Neb., Dec. 21.—Wheat is in good condition with plenty of moisture.—H. M. Heinicke.

Merom, Ind., Dec. 11.—The quality of our corn is good but the yields are not averaging more than 30 to 35 bus. per acre.—Cliff W. Wilson.

Springfield, Ill., Dec. 10.—Some corn and considerable cotton are still out. Wheat enters the winter in good condition.—Clarence J. Root, meteorologist.

Evansville, Ind., Dec. 15.—Growing wheat is looking exceedingly promising. The fields are green and well advanced, due to the mild weather.—W. B. C.

Albion, Neb., Dec. 18.—No corn was raised here this year. All that is being fed is being shipped in and there is quite a little feeding going on.—T. B. Hord Grain Co.

Lancaster, Minn., Dec. 19.—We had a fair crop this year, only some of it was quite dirty. We have cleaned all our wheat since we got our cleaner.—Farmers Co-op. Elevtr. Co., J. O. Fossen, mgr.

Mattoon, Ill., Dec. 13.—Wheat was a total failure in this vicinity and we had to ship in seed. Acreage on the new crop is about normal and is in fine shape so far.—W. E. Orndorff, Big 4 Elevator Co.

Terre Haute, Ind., Dec. 10.—Winter wheat acreage is about normal and the crop is in good shape with plenty of moisture. Its fall progress has been excellent.—W. L. Sparks, Sparks Milling Co.

Warrensburg, Ill., Dec. 14.—About half of the corn is still in the farmers' hands. Most of this is cribbed and will wait for better prices. Yields in this territory averaged about 40 bus per acre.—Clark Stanberry, agt., Beall Grain Co.

Marietta, Kan., Dec. 17.—Corn picking around 90 per cent completed on Dec. 15. Quality fine, grading No. 3, with low percentage of damaged grains. Yields only fair. Winter wheat acreage reduced; condition backward and poor.—H. R. Howell, mgr Marietta Stock & Grain Co.

Evansville, Ind., Dec. 15.—Southern Indiana farmers are using the feed they usually save for the winter months and this will mean a shortage of feed a little later. The corn yield in this part of the state was a keen disappointment.—W. B. C.

Ashmore, Ill., Dec. 12.—Part of our corn is good and part of it is pretty light. Much depends upon the way the land is farmed. Yields in our territory vary from 10 bus. to 60 bus. per acre.—H. H. Wright, Ashmore Farmers Co-operative Ass'n.

Jefferson City, Mo., Dec. 21.—Missouri has seeded 2,015,000 acres to wheat compared with 2,190,000 in 1927, a reduction of 8%. Present condition is 91% compared with 93% last year, and the 10-yr. average of 85%, according to the joint statement of E. A. Logan of the U. S. Bureau of Agr. Econ. and Jewell Mayes of the Mo. St. Bd. of Agr. The revised corn estimate is 181,540,000 bus. against 168,084,000 in 1927.

Lansing, Mich., Dec. 20.—Winter wheat acreage sown last fall is estimated at 892,000 acres, compared with 980,000 in 1927, according to a report issued today by Herbert E. Powell, Commissioner of Agr., and Verne H. Church, agr. statistician. For the past six years there has been a general decline in the acreage seeded to rye. Last fall 165,000 acres were put in, compared with 194,000 in 1927, a 15% decrease. Winter killing accounted for a loss of 12,000 acres last year, and the yield was also less than normal.

Port Huron, Mich., Dec. 6.—Only about 25% of the normal bean crop of the Thumb was produced this year. About 1,800 carloads is the normal production of the upper Thumb counties while this year there will only be from 450 to 500 carloads. There was large production in the center of the state, but on account of the small amount in the Thumb the total for the state is low. Excessive rains are blamed.—Alfred C. Chamberlain, mgr., Chamberlain Bean Co.

Helena, Mont., Dec. 20.—Fall seeding of winter wheat has been reduced 45 per cent and acreage of winter rye 25 per cent below those of 1927, according to Jay G. Diamond, agr. statistician in charge of the State-Federal Crop Reporting Service. The reduction in winter wheat means that Montana has seeded 543,000 acres for 1929 against 988,000 acres in 1927. For rye, 116,000 acres compared with 154,000 in 1927. The reduction in winter wheat acreage was greatest in central Montana and in the border counties to the main winter wheat belt where acreage depends largely upon weather conditions.

Government Crop Report.

Washington, Dec. 19.—The crop reporting board of the Bureau of Agricultural Economics makes the following report:

WINTER WHEAT SOWN.

Area sown.		Condition Dec. 1.			
State.	Autumn of 1927 (revised), 000 omitted.	Autumn of 1928 (prelim.), 000 omitted.	Autumn of 1928 compared with 1927.	10-yr. av., 1918-1927.	% 1928.
	Acres.	Acres.	%	%	%
New York.....	326	284	87	92	92
New Jersey.....	63	62	99	90	90
Pennsylvania.....	1,210	1,137	94	90	90
Ohio.....	2,400	1,872	78	86	84
Indiana.....	2,260	1,695	75	85	88
Illinois.....	3,318	2,588	78	86	92
Michigan.....	980	892	91	90	91
Wisconsin.....	62	43	70	92	93
Minnesota.....	300	195	65	91	91
Iowa.....	504	403	80	91	93
Missouri.....	2,190	2,015	92	85	91
South Dakota.....	175	140	80	84	83
Nebraska.....	3,880	3,686	95	85	89
Kansas.....	12,296	12,173	99	80	82
Delaware.....	103	101	98	90	90
Maryland.....	546	546	100	87	87
Virginia.....	716	723	101	86	84
West Virginia.....	144	147	102	88	90
North Carolina.....	477	477	100	88	83
South Carolina.....	73	76	104	87	82
Georgia.....	111	118	106	88	86
Kentucky.....	348	278	80	88	88
Tennessee.....	584	467	80	85	86
Alabama.....	5	5	100	86	82
Mississippi.....	5	5	100	85	78
Arkansas.....	31	29	95	85	84
Oklahoma.....	4,745	4,508	95	81	73
Texas.....	2,629	2,576	98	80	87
Montana.....	988	543	55	80	80
Idaho.....	480	518	108	89	86
Wyoming.....	69	59	85	87	88
Colorado.....	1,538	1,307	85	83	82
New Mexico.....	273	287	105	79	95
Arizona.....	47	42	90	94	96
Utah.....	165	163	99	89	87
Nevada.....	4	4	100	92	91
Washington.....	1,515	1,318	87	86	70
Oregon.....	863	889	103	93	85
California.....	857	857	100	91	91

Cowpeas: Production of cowpeas for all purposes, excepting hay, is estimated at 13,395,000 bus., compared with 19,644,000 bus. in 1927. Peas are gathered from only about one-fourth the total acreage planted for all purposes, the balance of the crop being used for grazing and hay.

Only 3,729,000 bus. of cowpeas were actually gathered in 1928, three-fifths as many as the 6,100,000 bus. gathered in 1927. The weather has been very unfavorable to this crop, except in Oklahoma and Texas.

Soybeans: Total production of soybeans for all purposes except hay in 1928 is estimated at 16,305,000 bus., as compared with 15,770,000 bus. in 1927.

Soybeans actually gathered in 1928 amounted to about 8,688,000 bus., compared to 7,459,000 bus. in 1927, due to an increase of 5% in the acreage gathered and a yield of 13.3 bus., against 12.0 bus. last year. Beans are gathered from only slightly less than one-fourth of the total acreage planted for all purposes, the balance of the crop being used for hay or grazing. The total plantings for all purposes were 2,834,000 acres, or 1% more than last year.

The yield is from 1 to 3 bus. higher than last year in the commercial area of the North Central States, but correspondingly lower in most of the South, where the crop suffered with the

other legumes from unfavorable weather conditions.

	Acreage.	Per acre.	Production, bus. 000 omitted.
Corn.....1927	98,393	28.1	2,763,093
.....1928	100,761	28.2	2,839,959
Winter wheat.....1927	37,723	14.7	552,747
.....1928	36,179	16.0	578,964
Durum wheat (4 states).....1927	5,484	14.4	79,100
.....1928	6,711	13.8	92,770
Other spring wheat.....1927	15,577	15.8	246,527
.....1928	14,834	15.6	231,015
All wheat.....1927	58,784	14.9	878,374
.....1928	57,724	15.6	902,749
Oats.....1927	41,941	28.2	1,182,594
.....1928	41,733	34.7	1,449,531
Barley.....1927	9,476	28.1	265,882
.....1928	12,539	28.5	356,868
Rye.....1927	3,648	15.9	58,164
.....1928	3,444	12.1	41,766
Buckwheat.....1927	810	19.5	15,755
.....1928	750	17.6	13,163
Flaxseed.....1927	2,837	9.1	25,847
.....1928	2,721	7.1	19,321
Rice (5 states).....1927	1,012	44.2	44,774
.....1928	965	43.4	41,881
Grain sorghums.....1927	6,723	20.4	137,358
.....1928	6,497	21.9	142,533
All hay, tons.....1927	75,698	1.63	123,327
.....1928	70,919	1.49	105,953
Cloverseed.....1927	1,214	1.42	1,727
.....1928	713	1.55	1,106
Beans, dry edible.....1927	1,571	10.3	16,181
.....1928	1,577	10.5	16,598

RYE SOWN.

	*Area sown.	Dec. 1.			
		Condition			
	Autumn, 1927 (revised), Acres.	Autumn, 1928 (prelim.), Acres.	Autumn of 1928 compared with 1927, Per cent.	10-yr. av., 1918-1927, %	1928, %.
New York.....	20	20	98	92	89
New Jersey.....	41	45	110	91	92
Pennsylvania.....	106	117	110	91	91
Ohio.....	46	46	100	90	88
Indiana.....	125	119	95	91	89
Illinois.....	78	82	105	92	93
Michigan.....	194	165	85	91	91
Wisconsin.....	223	201	90	92	92
Minnesota.....	447	349	78	90	89
Iowa.....	57	43	75	94	94
Missouri.....	21	21	100	88	91
North Dakota.....	1,412	988	70	84	74
South Dakota.....	202	182	90	84	86
Nebraska.....	277	305	110	90	90
Kansas.....	34	32	95	84	85
Delaware.....	3	3	95	91	88
Maryland.....	15	14	90	89	89
Virginia.....	46	47	103	88	86
West Virginia.....	7	7	105	89	92
North Carolina.....	89	89	100	90	86
South Carolina.....	7	8	115	86	85
Georgia.....	22	24	110	90	85
Kentucky.....	14	14	100	90	89
Tennessee.....	38	36	95	88	88
Arkansas.....	1	1	100	87	82
Oklahoma.....	31	29	95	84	74
Texas.....	19	17	90	80	86
Montana.....	154	116	75	82	75
Idaho.....	3	3	100	92	95
Wyoming.....	41	35	86	88	86
Colorado.....	92	106	115	84	80
New Mexico.....	1	1	100	78	93
Utah.....	3	3	90	89	70
Washington.....	18	17	95	90	81
Oregon.....	8	8	105	94	84

The estimates for rye relate to the acreage sown for grain, allowance having been made for average diversion to other uses.

*Thousands, 000 omitted.

Kansas Wheat Condition Good.

Topeka, Kans., Dec. 19.—New Kansas wheat acreage is estimated at 12,173,000 acres, or 1% less than seeded in fall of 1927. The average acreage seeded the last 5 years has been 11,413,000 acres, or 760,000 acres less than estimated acreage now growing. Present acreage shows marked decrease in northwestern counties, slightly less in some north central counties, a rather marked increase in some southwestern counties, and the balance of the state about the same as a year ago.

December condition is rated at 82% of normal, compared with 75% a year ago, 80% two years ago, and 80% the 1923-1927 average. In December, 1923, and 1925 the condition was reported at 84%, or two points better than the present rating. In both 1924 and 1926 following December ratings above 80%, Kansas harvested good wheat crops that aggregated more than 150,000,000 bushels each year.

Growth during the fall has not been heavy and many late planted fields had not yet emerged. Both surface and subsoil moisture is

abundant in all sections of the state. There is no immediate danger of winter losses from lack of moisture such as western Kansas has experienced in the last two winters. The abundance of soil moisture, however, enhances the possibility of damage from winter killing and from heaving and thawing, should the later winter months bring low temperatures with sudden and violent changes.

On the whole wheat is in better winter condition in the eastern and western thirds of the state than in the heavy acreage counties of the central third. The lowest conditions in the state are recorded in the south central section adjacent to Wichita. However, none of the nine crop reporting districts register a condition more than six points below the state average or more than seven points above the state average. The range by districts being from 76% in the south central district up to 89% in the northeastern district.

Insect damage the past fall has been very light. Weather enforced an average seeding that in most cases was beyond the "fly free" date. Grasshoppers were less numerous than usual, even though they did cause some serious losses locally. False wire worm probably caused more damage the past fall than any other wheat enemy, thinning the stand in many fields and destroying the first seeding in some instances. The number of Hessian fly in the flax seed stage is probably at a minimum of recent years.—Kansas State Board of Agr., in co-operation with the U. S. Department of Agriculture.

World Wheat Crop.

Washington, Dec. 14.—The 1928 world wheat crop outside of Russia and China is estimated at 3,730,000,000 bushels, or 4.6 per cent above the 1927 crop on the basis of information received by the foreign service of the Bureau of Agricultural Economics. The production in 41 foreign countries is reported at 2,688,073,000 bus., against 2,547,035,000 bus. in 1927, an increase of 5.5 per cent.

The European production in 24 countries is 1,345,668,000 bus., an increase of nearly 9 per cent over 1927. This total does not include the Russian crop, which was estimated at 859,789,000 bus., or 113,904,000 bus. above the 1927 crop, but this is more than offset by a decrease in the Russian rye crop.

Also harvesting is not yet completed in the Southern Hemisphere, present conditions point to a combined crop in Australia, Argentina and the Union of South Africa of about 7 per cent above last year but slightly below the good crop of 1926.

Smile Coaxers

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

The June 1900 Scare—A True Story

William R——— traveled for a large Minneapolis grain commission firm and used to get around to see me about twice every month. From my station he went north to the northern part of South Dakota to call on an independent grain man who had a wide reputation for swearing.

On this particular trip William R——— made his usual rounds and was greeted by the independent dealer with about ten words on how dry it had been the past six weeks, five out of which ten words were cuss words.

William R——— told him no wonder it didn't rain there considering the way he cursed and swore. "Now I'll tell you what you do," William R——— confided. "You cut out your swearing and pray for rain and pray hard!" The grain man agreed.

The cursing grain dealer agreed to wire William R——— if it rained as the result of his prayers and advise him how he came out.

The following Tuesday it rained all over the Northwest.

Wednesday morning, William R——— received a telegram reading:

"PRAYED HARD—RAINED HARD—
HAIL—WIND—LIGHTNING STRUCK—
ELEVATOR BURNED.

YOURS TRULY"

Which in the final analysis, was more than was ordered.—H. J. Sahs, Salem, S. Dak.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Naponee, Neb., Dec. 21.—Corn movement light. One-half is in the fields to be gathered.—H. M. Heinicke.

Kansas City, Mo., Dec. 22.—Wheat receipts from July 1 to Dec. 22, 1928, compared with 1927, in bushels, were 55,347-43,854.—Shannon Grain Co.

Mechanicsburg, Ill.—About one-half or more of the corn crop from this district is in.—The Mechanicsburg Farmers Grain Co., F. A. Bricketts, mgr.

Decatur, Ill., Dec. 13.—Shucking is about completed all thru this territory. A line from St. Louis drawn thru Paris is about the dividing line in good corn.—E. W. M.

San Jose, Ill., Dec. 19.—Cold weather is causing some increase in the movement of corn. The grain is still a little damp but otherwise of good quality.—G. Brauer, San Jose Co-operative Co.

Greenview, Ill., Dec. 18.—All of our contracted corn, of which we had a great deal this year, has been cleaned up and the heaviest part of the movement is over.—Clyde McClintick, Farmers Grain Co.

El Paso, Ill., Dec. 21.—There is a smaller movement of oats than usual this year, due to the inclination of farmers to grind this grain and utilize it in feeding operations. Farmers are showing a disposition to grind most of the grain they feed.—A. W. Hildreth, El Paso Elev. Co.

Peoria, Ill.—Receipts during the month of November, compared with those of the same month in 1927, were, in bushels, as follows: Wheat, 161,400-85,200; corn, 2,650,900-1,653,050; oats, 625,000-711,000; rye, 1,200-61,600; barley, 181,200-3,600. Shipments similarly compared, were: Wheat, 201,600-81,600; corn, 1,122,450-792,450; oats, 490,150-615,600; rye, 2,400-00,000; barley, 56,400-68,800.—John R. Lofgren, sec'y Peoria Board of Trade.

Navigation on the Great Lakes closed at midnight Dec. 12 with all former records for the movement of western grain out by boat from wharves at Fort William and Port Arthur broken. Figures are: 278,780,000 bus. of all grains this year as against 193,000,000 bus. last year. The official close was Nov. 30, but good weather and the free movement of grain from the prairies kept grain boats plying back and forth until the last day insurance was obtainable.

Montreal, Que., Dec. 21.—Receipts during November, as compared with November of 1927, in bushels, were: Wheat, 27,959,800-25,607,026; corn, 115,600-136,155; oats, 2,404,188-533,930; rye, 1,019,341-3,437,588; barley, 5,820,348-1,468,005. Shipments similarly compared were: Wheat, 28,482,034-29,121,214; corn, 10,691-11,017; oats, 1,851,166-507,174; rye, 1,517,682-6,098,869; barley, 8,539,735-6,502,749.

The Agricultural Surplus Control League of the Pacific Northwest was recently organized in Spokane, Wash., by wheat growers, presumably to dip into the public treasury for the benefit of the promoters.

A rice straw paper experimental plant will probably be constructed by the federal government at a cost of \$1,000,000, to determine profitable uses for rice straw. A bill pending in Congress appropriates \$6,550,000 for plants located in various parts of the country to experiment in finding uses for waste productions from farms.—P. J. P. The gas power of the political potboilers and the scheming agitators may yet be put to some useful purpose.

The Gold Dust Corp. and allied interests have obtained 40,000 shares of the common stock of the Standard Milling Co., whose subsidiaries include the Hecker-Jones-Jewel Milling Co., the Northwestern Consolidated Milling Co., the Duluth-Superior Milling Co., the Southwestern Milling Co., Inc., the Standard Milling Warehouse Corp., the Standard Milling Co., of Canada, Ltd., and the Hecker H-O Co. The Standard Milling Co. has outstanding \$12,497,342 of an authorized \$15,000,000 common stock. This is the second move on the part of the Gold Dust interests to form a food and household products corporation, previous activities along this line including control of the American Linseed Co. and its subsidiary, Best Foods Co.

Sioux City Receipts Show Satisfactory Gain.

Sioux City has been steadfastly taking in more and more grain, rapidly passing old records of receipts and shipments. Situated as it is, Sioux City promises to become a stronger and broader market, especially considering new elevator construction now under way.

Receipts this November, compared with those of November of last year, in bushels, give an indication of the growth of the city's grain trade:

	1928.	1927.
Corn	1,659,200	396,800
Wheat	105,000	258,500
Oats	470,800	411,400
Barley	41,400	19,600

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

WHEAT.												
	Dec. 10.	Dec. 11.	Dec. 12.	Dec. 13.	Dec. 14.	Dec. 15.	Dec. 17.	Dec. 18.	Dec. 19.	Dec. 20.	Dec. 21.	Dec. 22.
Chicago	120 3/4	122	121 1/4	121 3/4	122	121 1/4	121 1/4	120 3/4	121 1/4	121 1/4	121 1/4	120 7/8
Kansas City	114 1/4	115 3/4	114 1/4	115	115	114 1/4	114 1/4	114	114 1/4	114 1/4	114 1/4	114
St. Louis	121 1/4	122 1/4	121 1/4	122	122 1/4	121 1/4	121 1/4	121 1/4	122	121 1/4	122 1/4	121 1/4
Minneapolis	114 1/4	115 1/4	115 1/4	115 1/4	115 1/4	115 1/4	114 1/4	114 1/4	115 1/4	115 1/4	115 1/4	*
Duluth (durum)	97 1/2	98 1/2	98 1/2	99 1/2	100	100	99 1/2	99 1/2	100 1/4	100 1/4	102	102
Winnipeg	122 1/2	123 1/2	123 1/2	124 1/4	124 1/4	123 1/2	123	122 1/2	123 1/4	123 1/4	123 1/2	*
Milwaukee	120 3/4	122 1/4	121 3/4	121 3/4	122 1/4	121 1/2	121 1/4	120 3/4	121 1/4	121 1/4	121 1/4
CORN.												
Chicago	88 3/4	90 1/4	89 5/8	89 3/4	90	90 5/8	90 3/4	90 1/2	90 7/8	89 3/4	90 5/8	90 1/4
Kansas City	83 3/4	85 5/8	84 1/2	85	85 1/8	86	85 5/8	85 3/4	85 3/4	84 3/4	85 5/8	85 1/2
St. Louis	90	92 3/4	91 1/4	92 1/4	92 1/4	93 1/4	93 1/4	93	93 1/4	92 3/4	93 1/4	93
Milwaukee	88 3/4	90 1/4	89 5/8	89 3/4	90	90 3/4	90 3/4	90 1/2	90 7/8	89 3/4	90 5/8	90 1/4
OATS.												
Chicago	47 3/4	48 3/4	48 3/4	48 3/4	48 3/4	48 3/4	48 1/4	48 1/4	48 3/4	48	48 3/4	48 3/4
Minneapolis	44 3/4	45 1/4	45 1/4	45 1/4	45 1/4	45 1/4	45 1/4	45 1/4	45 1/4	44 3/4	45 1/4	45
Winnipeg	56 1/2	57 1/4	57	57 1/4	57 1/4	57 1/4	57	56 3/4	56 3/4	56 3/4	56 3/4	*
Milwaukee	47 3/4	48 3/4	48 3/4	48 3/4	48 3/4	48 3/4	48 1/4	48 1/4	48 3/4	48	48 3/4	48 3/4
RYE.												
Chicago	104 1/4	105 3/4	105 1/4	106 3/4	107	106 1/4	106 1/4	105 5/8	107	106 3/4	107 1/4	107 1/4
Minneapolis	101 1/4	103	101 3/4	102 3/4	102 3/4	102 1/4	101 1/4	101 1/4	102 3/4	102 1/4	103	102 3/4
Duluth	101 1/4	102	102 3/4	103 1/4	103 1/4	102 3/4	102 3/4	102	103 1/4	103 1/4	104 1/4	104 1/4
Winnipeg	104 1/4	105 3/4	105	106 3/4	106 3/4	106 3/4	105 3/4	105 3/4	106 3/4	106 3/4	107 1/4	107 1/4
BARLEY.												
Minneapolis	62 1/4	64	63 3/4	64	64 1/4	64 1/4	64 1/4	63 3/4	63 3/4	63 1/4	63 3/4	63 1/4
Winnipeg	70 3/4	71 1/2	71 1/4	71 1/4	71 1/4	71 1/4	71 1/4	71 1/4	71 1/4	71 1/4	71 1/4	71 1/4

*Closed.

The Shellabarger Terminal Elevator at Salina, Kan.

Flour mills of large daily output situated to intercept the flow of wheat to market consume so much grain that towards the close of the crop year they find it necessary to back-haul raw material at added expense for freight charges.

One way to avoid this is to have very large storage capacity at or directly tributary to the milling plant. In seasons when it is not necessary for the miller to employ all this storage capacity it is possible to do a public elevator business for other handlers of grain and add to the earnings of the elevator.

To realize to the full the advantage of position right in the heart of the Kansas wheat belt at Salina, Kan., the Shellabarger Mills & Elevator Co., with characteristic enterprise has organized the Shellabarger Terminal Elevator Co., and erected the large reinforced concrete elevator shown on front cover page. Its capacity is 1,000,000 bus., with provision in the plans for additions that ultimately will raise the capacity to 2,500,000 bus.

On Mar. 7, 1928, the directors decided to build. Work on the plans was commenced shortly thereafter by Horner & Wyatt, as consulting engineers, who besides perfecting the design also let the contract for construction on May 1 and supervised the erection, until completion on Nov. 2.

THE WORK HOUSE is 42'x44' in plan by 201' 4" high above the railroad track level. A basement the full size of the work house is 21' 2" deep. On one side of the work house are three railroad tracks, two of which are used mainly for unloading, altho either may be used for loading out. A third track is used exclusively for loading out. Grain is received into the elevator thru car load capacity track sink spouts located on tracks No. 1 and No. 2. A 36" belt conveyor takes the grain into the elevator basement where it can be discharged into either one or two elevator legs. These elevator legs have 84" by 24" head pulleys and 22" belts with 20"x7" Willis type buckets. The legs operate at a speed of 36 r.p.m., giving an elevating capacity of 10,000 bus. per hour. There is a similar elevator leg on the opposite side of the house used for re-elevating and for shipping and space for a fourth leg to be installed at some future time.

Leg drives consist of 75-h.p. motors with a first reduction consisting of a Link-Belt herringbone gear reducer equipped thruout with double roller bearings and having an outboard roller bearing on the slow speed shaft. The

second reduction is a double strand of Link-Belt high speed roller chain. The head shaft bearings on all elevator legs are double tapered bearings and ball and socket pillow blocks. Ammeters at top indicate load on leg at all times.

Two 2,500-bu. concrete garners are at the top of the house with garner valves supported on ball bearing rollers. Under each garner is a 2,500-bu. Fairbanks Hopper Scale. Any of the three elevator legs may be discharged into either garner or scale or they may be by-passed thru a by-pass spout to the spouting floor. On the spouting floor are two 16" Mayo Spouts so located that they will reach practically every bin in the work house and will reach any one of the three loading-out spouts. Each Mayo reaches to the loading hopper below the spout floor so that grain from either scale can be sent out on either distributing belt at the top of the storage tanks. Arrangements have already been made for two additional distributing belts that will extend out from the opposite direction from the work house. Either Mayo will reach these belts also.

Bins in the work house are 22 in number, 8 of which are divided in the middle to provide space for a 15-foot cleaner floor. The machinery on the cleaner floor consists of a 5,000-bu. Monitor Elevator Separator and a 1,500-bu. Monitor Scourer, both iron clad machines; a 500-bu. per hour Wolf Wheat Washer and a disc oat separator. All of the bins above and below the cleaner floor will hold 2,000 bus. or more each.

On the work floor there are two stationary mixing hoppers, each connected by permanent overhead spouts to 11 of the work house bins. These hoppers are equipped with a mixing valve on each spout, making it possible to blend accurately into the hoppers in any desired portion. The mixing hoppers are valved and spouted below the work floor so that they can be operated together or separately. It is therefore possible to be making a blend from any of the 22 work house bins at one time or to be working on two independent blends.

THE STORAGE TANKS consist of three rows of 8 tanks each joined in both directions, making a total of 24 round tanks and 14 interstice bins. The round tanks are 22 ft. in diameter by 110 ft. deep. The tanks are supported on a double slab concrete foundation which is supported on precast concrete piles from 18 ft. to 22 ft. in length. No piles were required under the work house since the basement of

the work house extends down to coarse sand and gravel. The tank structure is 68 ft. 10 ins. by 183 ft.

There are two 36" distributing belt conveyors in the 9-ft. cupola for distributing grain by Webster Trippers to the storage tanks and two 30" belt conveyors from the tunnels under the tanks discharging back into the work house basement. The shipping belt conveyors are driven by 20-h.p. motors.

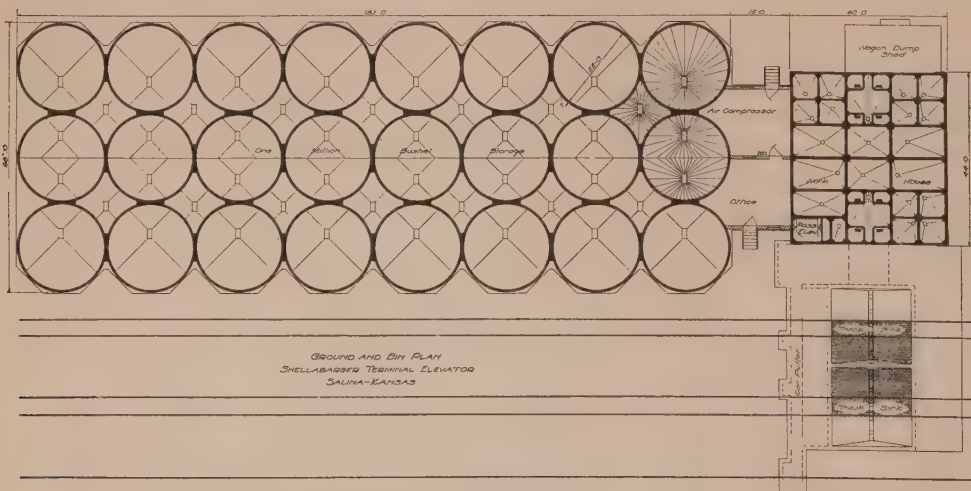
The tanks are separated from the work house 15 ft., being connected with concrete tunnels at the bottom and with an overhead bridge at the top.

An office building and store room is located between the tanks and the work house on top of the connecting tunnels.

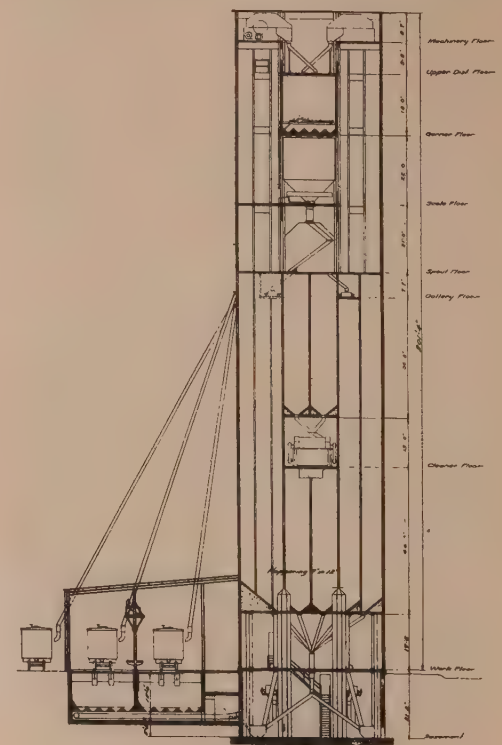
MACHINERY EQUIPMENT.—The elevator is equipped with electric drives thruout, including four 75-h.p. motors. These motors are enclosed and ventilated, requiring air pipes to be run from each motor to a point outside the building where clean air could be secured. All other motors are totally enclosed, self-ventilated motors requiring no air pipes. All are ball bearing. The motors and all starting and controlling equipment were furnished by the General Electric Co.

The speed reducers and drives consist of herringbone gear reducers, already described, on the elevator legs, and silent and roller chain drives. On all belt conveyors the speed reduction is accomplished in a single reduction from motors at 1,200 r.p.m. to conveyor head pulleys at 138 r.p.m. The conveyor head pulleys are 18" in diameter. The herringbone gear reducers and the silent and roller chain drives were manufactured by the Link-Belt Co.

The car puller consists of a slow speed drum shaft extending out to the three tracks and arranged so that it can easily be extended to additional tracks. For each track there is a puller drum and a haul back drum. The shaft is 6½" diameter hammered steel. The puller reducing mechanism consists of a large semi-steel spur gear and a countershaft with friction clutch which is driven from a 50-h.p. motor thru a silent chain. Levers permit the friction clutch and the jaw clutches on the puller drum and the pull back drum to be operated from any track. The motor is con-



Plan Shellabarger Terminal Elevator, Salina, Kan.



Cross Section of Shellabarger Terminal Elevator, Salina, Kan.

Sane and Sensible Marketing

From address by F. S. Betz, Chicago, before Farmers Elevator Association of South Dakota

trolled by an automatic compensator, push buttons being located at each track.

THE DUST COLLECTING system is designed to pick up dust at all belt conveyor loaders and discharge heads and from floor sweeps located at convenient places on all the floors in work house and in storage tanks. In reality there are two complete dust collecting systems, one serving the top of the house and the other the bottom, each with a separate motor-driven exhaust fan, grain extractor and dust collector. Dust and sweepings are collected in a metal dust bin provided for the purpose on the outside of the elevator.

An Ingersoll-Rand motor-driven air compressor supplies compressed air at 125 lbs. pressure, which is used all over the elevator for blowing dust out of the conveyors and other inaccessible places, and for blowing grain out from behind the linings in box cars.

The elevator is equipped with complete electric signals to be used in connection with receiving and loading out grain, and with an intercommunicating telephone system with stations located at convenient points about the elevator and in the superintendent's office.

Since the elevator is located outside the limits of the City of Salina, the company had to provide water works and sewage facilities. Water is secured from a drilled well, using a motor-driven deep well pump and underground pressure tank. The pump is controlled automatically, regulating the pressure within predetermined limits. A small septic tank has been built near the elevator for the purpose of disposing of sewage.

All of the machinery and metal work and spouting in the elevator, including car loading out spouts, etc., and rubber belting was furnished and installed by the Webster Mfg. Co. The building was constructed by the Macdonald Engineering Co.

Mixtures Containing Linseed Oil would be taxed the full duty of 3.3 cents a pound now imposed on linseed oil when in an unmixed state, in a bill recently introduced by a South Dakota Congressman.

Orderly Marketing.—Providing adequate storage facilities on the farm in an economical manner is a difficult proposition. If the weather is favorable the crops are large and may be of such a quality as to warrant being held without deterioration. Then large space is required. If the weather is unfavorable, less space is required and at the same time the quality may be such as to make its safe storage questionable. In this case it may be more economical to market it before it spoils, or direct from the harvest fields. Frank Harrington, manager of the St. Joe Valley Shipping Ass'n, of St. Joseph, Mich., states that a granary on a farm is "excess baggage," and urges that the farmer sell when harvest is on, and then if he believes in higher prices hedge it with a purchase of a future.

We have had brought to our attention within the year where a group of farmers in southern Kansas decided that they would like to take advantage of good-looking prices in July wheat and co-operatively sold 200,000 bushels back in April before the wheat was harvested. They sold it for \$1.60¼. July closed at \$1.11. Had they not had the opportunity of getting the wheat on the market before the end of July, they could have cancelled the trade and had practically fifty cents and the wheat.

I want to put these two ideas together and say that it would afford a splendid method of orderly marketing if the farmers doing the hedging would confine themselves to hedging their actual grain as nearly as possible and not get excited by any success and go to gambling. They are speculating when they bin it no less than when they ship it on the market and buy the future. The illustration above where they began selling in April and the others who sell at harvest and buy in September or December to take the place of what they marketed from their farms would afford a method of distributing the sales as the demands of the market made the price attractive. The farmer who owns a future of 5,000 bus. of grain is just as much the possessor of the grain on the market as he is of that he has on the farm, and unless he disposes of it before the end of the option month he will find it out as the time arrives.

We might say here that to a large extent the multiplication of future trading over the actual

amount of grain is due to the change of ownership. One owner of a certain amount of grain may be satisfied with the price or be disposed otherwise to sell when another is satisfied that it is a good property to hold and the trade is effected, thus multiplying the trade by two on the quantity of grain traded in. This may happen again and again, but the holder of the grain at the expiration of the future month has the grain delivered to him and can have it loaded out to him. Then, too, this delivery must be of contract quality. The future does not deteriorate.

The Organized Exchange.—If I didn't believe what I am about to say I wouldn't say it. I could leave it unsaid. I could easily ignore it and not call attention to it, but for a long time I have thought that the organized exchange is a boon to the farmer, the producer. It is such because it affords him a market whenever he desires to sell at some kind of a price. A lack of consumptive demand will, of course, flatten prices, but there will be some one there who will buy. I want to declare to you that it is a wonderful system of service and efficiency, and while I have believed in the organized market for a long time, I am more and more convinced of the fact that it is not only efficient, but that it is a marvelous institution of service. That there are dishonest and unscrupulous things done at times is not denied, yet traders are so governed by restrictive rules that it is hard for a transgressor to go unpunished. There is a sense of honor among the exchange membership that is heartening to any one who knows about it.

The system is such that instead of efforts made to abolish it, an error should be corrected and strenuous efforts made to sustain it. I am quite sure that a system of direct marketing if exercised too generally will in the end be greatly to the hurt of the producer. It's the competition on the organized exchange that makes the prices. If the consumers, the manufacturers, are able to secure their demands without going into the competitive markets to get supplies and are thus able to absent themselves from the organized exchange, the market will be depressed by a lack of buying power and their direct purchases will be on the basis of the depressed market. Shrewd students of the market may be able to see that they can buy for less in this way, even by paying slightly more than the market, than if they were compelled to go into the open market for their needs.

Organized markets are increasing in efficiency and are being more economically distributed as the years go by, and by more general patronage, they will become more and more efficient and economical. They are not one-sided affairs in any sense of the term, but highly competitive buying and selling agencies, where the interests of the seller as well as that of the buyer are conserved, not only by the restrictive laws and rules of the membership, but by the common laws of personal interest and governmental regulations.

Summary.—Any successful effort to break the laws of supply and demand will result in punishment for the offender the same as in breaking any other law. This involves artificial price fixing.

The farmers thru their organized farmers elevators have been able to secure information relative to marketing conditions and should study to know for themselves when and how to market their products.

It is not to the best interests of the producer to force his desires in marketing against the truth presented by his own trusted experienced agencies.

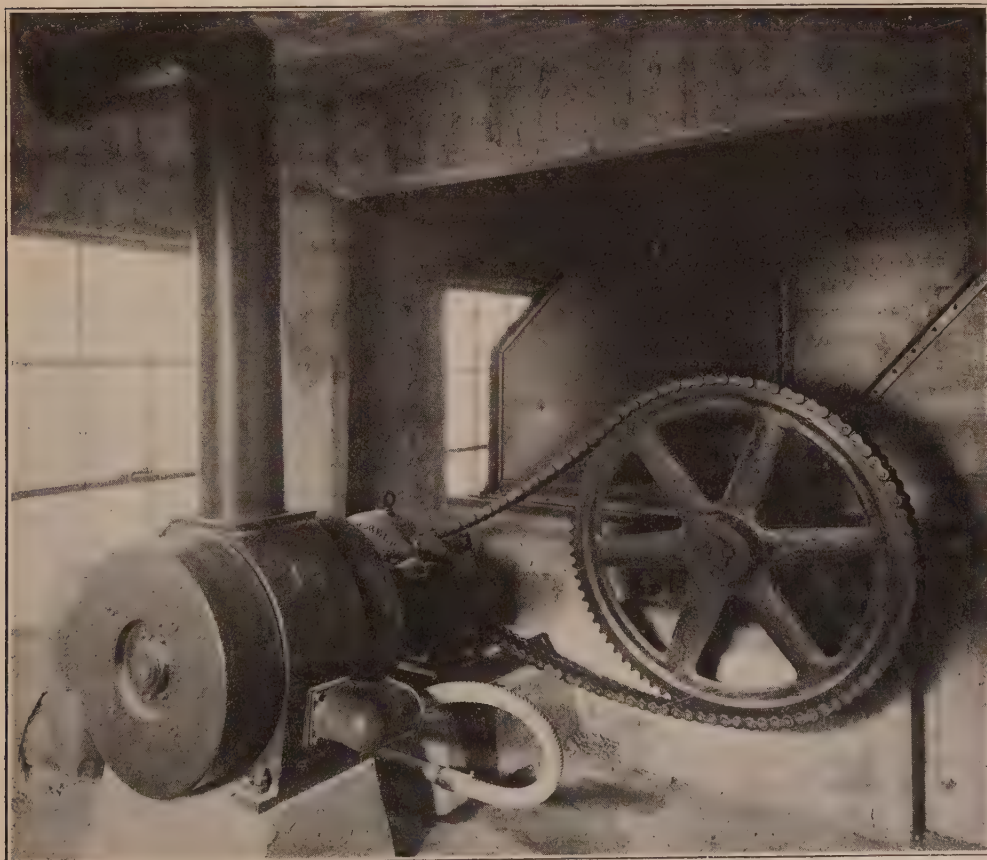
It is to the best interest of the farmer to recognize efficiency in existing systems of marketing rather than to hazard substitutes of doubtful value.

The farmer should welcome the grading system as a means of securing compensation for diligent efforts in marketing a quality production.

The farmer can effect more orderly marketing by making more intelligent use of present efficiently developed central markets.

The organized exchange is as much interested in the success of the producer as it is in the consumer in that it is an organization of both buyers and sellers.

WHEAT GROUND during November by 891 concerns reporting for 1,056 mills, of which 86 with daily capacity of 29,421 barrels were idle, totaled 45,344,618 bushels as compared with 1,063 mills in November, 1927, who ground 44,881,703 bus. Per cent of total capacity operated is 60.8 and 58.5, respectively.



75-h.p. G. E. Totally Enclosed Fan Cooled Motor Driving Elevator Leg Thru Link-Belt Herringbone Gear Reducer and Roller Chain in Shellabarger Terminal Elevator, Salina, Kan.

Private Crop Reporters and Crop Reporting

Crop reporting in the United States is conducted in a systematic way by five private crop reporters and the U. S. Dept. of Agriculture.

The method followed by all is practically the same, the federal government, which was first in the field in 1839 when an appropriation was made for the collection of agricultural statistics, having worked out a simple and easily understood system of calculation, which lends itself readily to the methods of the private reporters.

Every ten years the acreage reported by the Bureau of the Census is taken as the basis. In the first year following the census the crop reporters estimate the acreage by a percentage of the acreage reported by the census, and so on until the figures of the next census become available. After ten years, it is admitted there is a cumulative error due to personal bias on the part of the reporters, which leads to a wide discrepancy.

Near the close of harvest each year the reporters estimate the yield per acre, and by multiplying by the number of acres this gives the total production. Thus the production is not affected by any error of the preceding years. The Bureau of the Census also enumerates total production, enabling a check-up to be made every ten years. The variation is not as wide as might be expected.

The gathering of data begins with the planting of each crop, and each month a condition report is made, stated in percentages of the "normal." Altho this term "normal" has been objected to on account of its vagueness, nevertheless it does represent something definite psychologically in that it is based on a fundamental conception which is fairly uniform and clear in the minds of all practical farmers from whom 99 per cent of the condition reports of the government are received.

A "normal" is the farmer's reasonable expectation, explained in this way: When the farmer sows the seed in the spring he knows just what the field ought to yield, and if the season is favorable he expects to harvest that yield. This expected yield is a "full crop,"

such as he has harvested in the past in favorable seasons. It is neither a maximum nor a bumper crop, nor is it a medium or small crop grown under one or more adverse conditions. Neither is it an average crop. It is rather the typical crop represented by the average of a series of good crops, leaving out of consideration altogether the occasional bumper crop and the more or less frequent partial crop failure. When a farmer is informed that the normal is represented by 100 he has no difficulty in understanding that when he expects three-fourths of a normal crop it is to be expressed by the figures 75 per cent.

The reports from the field, the government alone having over 150,000 voluntary reporters, are taken by the private crop experts and the Department, and converted from condition percentages into quantitative estimates of yield per acre. This quantitative interpretation of condition reports was begun by the Department of Agriculture in 1911.

The 2,800 agricultural counties in the United States are grouped in each state into 9 sections, as shown by the map reproduced herewith. No. 1 is always in the upper left hand or Northwest corner of the state, No. 2 in the top middle, etc., so that the number of the section is always a guide to the location.

The private reporters obtain names from bankers of reliable farmers and organize them into a corps of reporters. Following is a copy of a request for a report and the reply:

Dear Sir:

Since this will be our last crop inquiry for 1928, I wish to take this opportunity to thank you for your able and cordial assistance in reporting crop conditions during the past season. Our reports have been received by the public at about their face value and we hope they have been of some benefit to you. Again thanking you, and with kind personal regards, we remain

Very truly yours,

JACKSON BROS., BOESEL & CO.,

GEO. C. BRYANT,

Crop Observer.

Following are the inquiries for this month, which we hope you will fill out and return to us in the enclosed envelope on or before November 26:

1. How does the acreage of winter wheat sown this fall compare with the acreage sown in the fall of 1927? 100%
(Let 100 equal last year's sown acreage.)
2. What is the condition of the winter wheat crop at this time compared with normal? 90%
3. How does the acreage of rye sown for grain this fall compare with the acreage sown in the fall of 1927? %
(Let 100 equal last year's sown acreage.)
4. What is the condition of the rye crop sown for grain at this time compared with normal? %
5. What per cent of the 1928 wheat crop has been marketed from farms up to this time? 25%

Name—O. W. B. Postoffice—Cedarhill.
County—Oneida. State—Idaho.

R. O. Cromwell.

R. O. Cromwell, crop statistician for Lamson Bros. & Co., was born in Nebraska in 1890, and his thoro University training began in that state at the University of Nebraska, where he took the degree of Ph. D. He was a master of science at the North Carolina College of Agriculture and the Mechanic Arts, at West Raleigh. At the Nebraska Agricultural Experiment Station he worked on a thesis on pathology in original research.

His connection with the U. S. Dept. of Agriculture began as a cereal investigator, and later in the office of cotton, truck and forage crop diseases.

He is a fellow of the American Ass'n for the Advancement of Science, a member of the American Phytopathological Society, the

American Botanical Society and the Ecological Society.

As a crop reporting expert he began in 1919 with E. W. Wagner & Co., and after part of a year with F. H. Peavey & Co., of Minneapolis, Minn., he formed his present connection in 1923, with Lamson Bros. & Co.

B. W. Snow.

Bernard W. Snow, statistician for Bartlett-Frazier Co. was born at Coleraine, Mass., in 1864, and began his schooling at Washington, D. C., where in 1887 he took the degree of LL.M. at the National University. In the same year he was married and has one daughter.

He entered the U. S. Dept. of Agriculture and discharged the duties of the several positions he filled so well that Sec'y Rusk appointed him statistician.

In 1892 he resigned to enter the employ of Swift & Co. as statistical expert. He organized his private bureau of crop reporting in 1894. When the campaign was on to promote the use of corn in Europe he organized the American Corn Kitchen in Paris, in 1900. He visited South America in 1901 and 1911 to study agricultural resources of Argentina, Uruguay and Brazil.

In Chicago he has been active in politics, having served as alderman of the 7th ward from 1902 to 1910, and having been elected in 1924 chief bailiff of the municipal court, which office he still holds.

Final Estimate of Crops Must Be Improved.

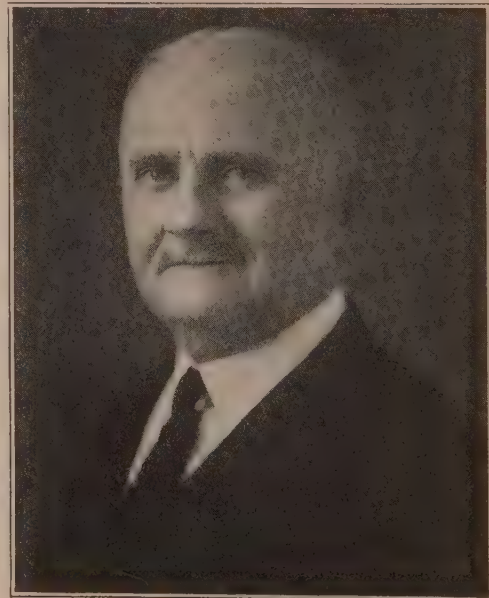
By R. O. CROMWELL, CHICAGO.

It is a decided disappointment to the crop expert to learn from later discussions with members of the grain trade that important points in most of his reports are entirely overlooked by many, no matter how clearly he may have expressed himself. Points are overlooked in an active market, perhaps because of hasty reading, but this is doubtless not the usual cause. The following incident shows an example of the action of the mind of some of us and no doubt is a better hint as to the actual reason.

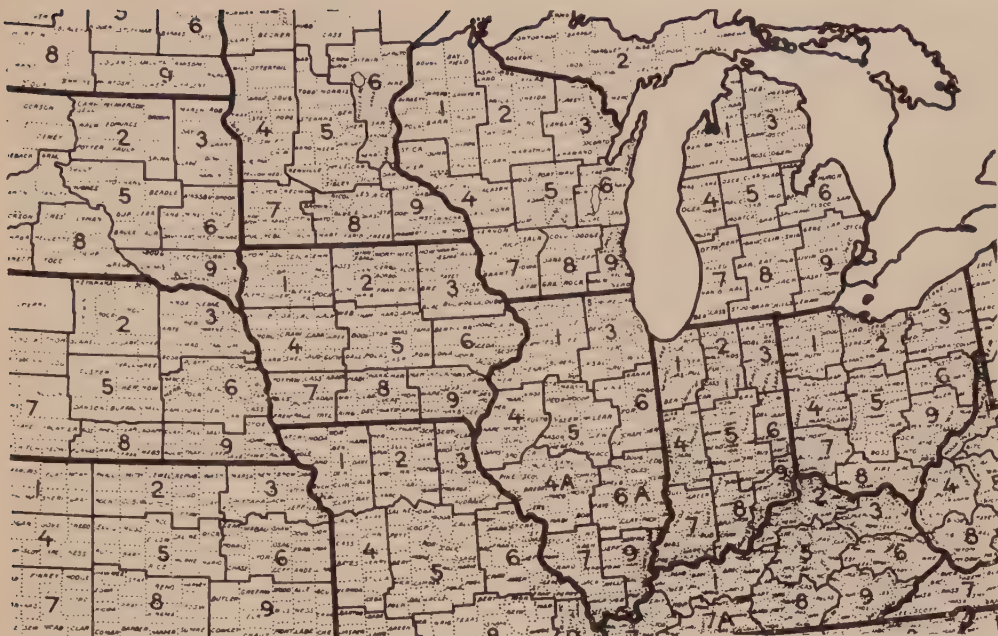
One afternoon some Kansas friends and the writer were inspecting a wheat field in that state. We were standing out in the field, examining some of the plants, when a passing elderly stranger stopped and came into the field. He introduced himself, explained that he was a farm-machinery salesman, and asked our opinion of the prospects. Because the gentleman's views were somewhat at variance with ours, the Chicago crop specialist was pointed out to him and he said, "Well! I have read



Photo by Moffett Studios.
R. O. Cromwell, Chicago, Ill.



B. W. Snow, Chicago, Ill.



Sections into which States are Divided for Crop Reporting.

your name and crop reports in the papers for over thirty years and certainly am glad to meet you." After he had gone we had a good laugh. Of course he had read crop reports for 30 years and only one recognized specialist was still in the work who had been at it that long. The name of the party whom he expressed his gladness to meet had not been publicly connected with crop reports for more than four or five years, and 30 years previously the specialist had just learned to walk.

Travel over much the same territory each season becomes tiresome but not monotonous. The traveling crop inspector whose name is more or less well-known is questioned by many people in city, village, and country. The writer finds incidental pleasure most in the opportunity to observe humanity. He can compare differences in opinions on the importance of political, business, market, crop, and other factors and note the bias in these opinions which results from occupation and other influences of environment.

Crops are inspected and estimates of production made by persons with wide range of ability and for many types of interests. The information is used by individual and co-operative groups of farmers, co-operative farmer-owned stores, elevators, creameries, etc.; by banks and railroads; by farm machinery, motors, electrical equipment, and lumber companies; by grain dealers, and, in fact, all lines of business; by professional and inexperienced speculators.

Good crop information always will be needed. There is plenty of room for improvement of estimates; but marked improvement, either in private or in Government estimates, cannot be made, in the writer's opinion, until a much more accurate, actual measure of final production each season can be had.

Crop Reporter Not a Confidence Man.

By B. W. SNOW, CHICAGO.

There are two popular conceptions of what constitutes a private crop reporter. One is that they are the original confidence men who pose as wiseacres, making solemn predictions for which there exists no basis in fact. The other is that they are the lineal descendants of the witches of Salem, with a black art power that enables them to look into the future and measure things that have not yet taken form. One school regards them as modern representatives of Ananias, and the other as up-to-date soothsayers.

Neither viewpoint is correct. They are just ordinary human beings who work hard, and by experience and system have fitted themselves to judge probable developments from the present position of crop growth. There is nothing mysterious about their work, but, as in any other field of human endeavor, results depend upon constant, consistent application of com-

mon sense and personal energy to the task in hand.

Sometimes we run across a humorous side to the work. For example, I have been chased out of wheat fields by irate farmers who insist that a visit from crop reporters is worse than a visit from rust, blight or Hessian fly. Some years ago in company with a group of local dignitaries from a little Argentine city, I was looking over wheat fields in that territory. These dignitaries spoke no English and I spoke an equal amount of Spanish. I found a bad development of black rust beginning to show in a splendid field of wheat. I tried to make my followers understand that this was a serious development that was likely to destroy the crop. They had never seen black rust before, and later in the day they insisted that I go before the mayor of the town and tell him what was happening. Later I learned that these good citizens wanted to have the mayor examine me for sanity, because they understood that I was telling them that bugs were crawling up the inside of the wheat straw with the purpose of eating the heads off the plant. They thought that a "Norte Americano" who was crazy enough to tell the growers of a fine wheat field that it was going to be destroyed, ought to be restrained before he started a panic.

Nat C. Murray.

Nat C. Murray, statistician for Clement, Curtis & Co., is a native of Cincinnati, the son of Chas. B. Murray, himself the leading crop statistician of his day.

For many years Mr. Murray was a recognized writer on agricultural economics and statistics, and when he entered the employ of the U. S. Dept. of Agriculture he introduced into the government's work many improvements, such as the quantitative forecasts of crop production from condition reports, monthly reports of farm prices, monthly rate of farm marketing of grain, spring wheat production by varieties, the Mar. 1 stocks of wheat in country elevators and mills, live stock prices, crop yields, normal per capita consumption of wheat flour by states, monthly changes of live stock supplies on farms, wages, supply and demand for farm labor, and land values.

He was connected with the government crop reporting service for 19 years. He has traveled widely and has an intimate knowledge of conditions in every state as well as in foreign countries. He represented the government at the general assembly of the International Institute of Agriculture in Rome, Italy, serving as a chairman of the committee on international crop statistics. When he left the government in 1923 to go with Clement, Curtis & Co. he was chief statistician of the government's crop reporting service.

Crop Reports.

By NAT C. MURRAY, CHICAGO.

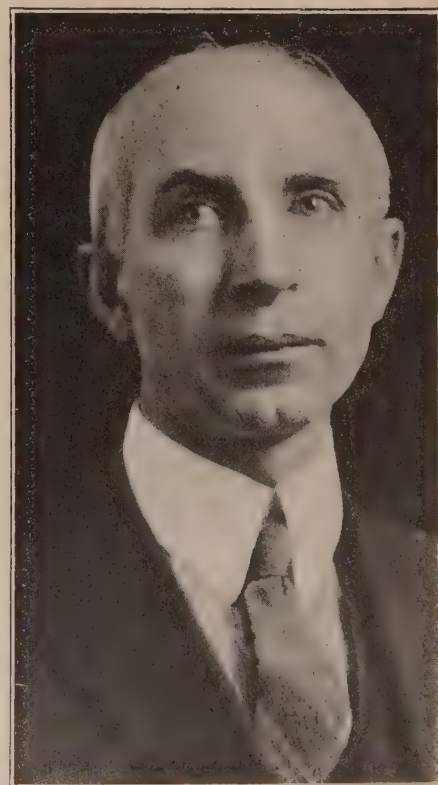
It has been my privilege to have had many years of experience in both government and private crop reporting. My acquaintance is intimate with the present personnel of both the government crop reporting service and of the leading private crop reporters; and I wish to take this opportunity to express my firm belief in the sincerity and honesty of crop reports coming from these sources. Differences among them arise mostly from differences in scope of information, judgment and time to which the reports relate.

Government reports are not "colored" or modified in any way for political or other ulterior purposes. From 1907 to 1923 I had direct supervision over the preparation of the government crop reports, and not once in all that time was there any influence from any one "higher up," to modify the crop reports in any way. Suspicion of their honesty is not justified.

The leading private crop reports are issued on a high ethical plane, and are so regarded by close observers and writers of crop conditions. Usually the monthly estimates and forecasts of the five Chicago crop reporters are in reasonably close agreement; and an analysis, which has been made, of the averages of the private forecast over a period of years does not show that they are biased, either upward or downward, when compared with final government estimates.

Registration of Reporters.—The Chicago Board of Trade, in order to prevent the issuance of wilfully misleading crop reports, requires its members to register with the Board, the names of persons authorized by any member, to issue crop reports or estimates. In 1924 someone in Colorado complained to the Board of Trade that an estimate made by me was ridiculously too high. The Board of Trade requested a statement from me to support my estimate; this I furnished. Final government figures were higher than my estimate. This is the only complaint formally made against me, but it tends to make me careful in making the estimates which I issue.

Estimates close together.—It gives me much personal satisfaction when all private crop estimates and forecasts are close together. When they are reasonably close together, public confidence in the accuracy of these estimates is increased; and when these estimates are far apart public confidence in all crop estimates is lessened; for the public does not discriminate



Nat C. Murray, Chicago, Ill.

between reliable and unreliable estimates. I take a "professional" pride in the good reputation and public confidence in these reports.

To make a crop estimate or forecast for the entire United States; it is necessary to rely upon observations of many correspondents; for no one person can personally inspect more than a very small part of the entire country. A general crop report therefore is a composite of many individual estimates.

It takes a different kind of judgment in making crop estimates from correspondents than it does in making estimates from personal field observations. This is illustrated by a remark made by one of my reporters. Said he: "My father can examine an apple orchard and estimate the crop more closely than anyone else in the country; but if I know my father's estimate I can make a closer estimate, because I have observed that father invariably slightly underestimates the crops, and by making allowance for his bias I can come closer than he."

My own estimates are based upon reports from a list of about 2,000 correspondents, the majority being grain handlers or millers. Undoubtedly many of the readers of the Grain Dealers Journal are familiar with my monthly inquiries. I examine personally every report which I receive, and when I have reason to question the reliability of any of my correspondents I drop him from my list. In this way I try to maintain a select list of correspondents of high quality. But there has not been a change of more than 10 per cent in the names on my list in the past five years; and fully 80 per cent of my entire list of correspondents respond each month. In return, a summary of the reports is mailed to each correspondent as quickly as possible.

Sharp Reduction in Estimates.—Sometimes in crop reporting a material change in the forecast is made in one month compared with the preceding month. For example, in July the corn crop may be forecast as 3,000,000,000 and a month or two later it may be 2,600,000,000 bus. This does not necessarily imply that either figure is incorrect or faulty. Much criticism of crop reports in general is due to a misconception of the meaning of such forecasts.

"Forecast" a Misnomer.—The word "forecast" as used in connection with crop reports is really a misnomer. They are not a prediction or foretelling of what is expected in the future. When the Weather Bureau forecasts rain tomorrow it predicts and expects rain tomorrow. This is the correct use of the word forecast; it foretells what is expected to happen; not so in the case of so-called crop forecasts.

When a crop report on August 1 "forecasts" the corn crop as 3,000,000,000 bus., there is no implication that the crop will ultimately turn out to be 3,000,000,000 bus., unless conditions affecting the crop between Aug. 1 and harvest should be normal. It does not predict nor assume that conditions in the future actually will be normal. The report means that the conditions in the future actually will be normal. The report means that the condition of the crop on Aug. 1 is such that if future (i. e., after Aug. 1) influences be more favorable than normal, the crop may be expected to turn out more than 3,000,000,000 bus.; and vice versa, if influences after Aug. 1 should be less favorable than normal, the crop may be expected to turn out less than 3,000,000,000. There is no assumption in the crop report, or so-called forecast, that the future will be normal, above normal, or below normal. There is no prediction or looking into the future (as in the example of a weather forecast of rain tomorrow).

It is a quantitative interpretation of the present (not future) state or condition of the crop, a correct tho awkward description of such crop reports; hence the general use of the shorter, though less correct term forecast.

If on Aug. 1 the corn crop is "forecast" 3,000,000,000 bus. and on Sept. 1 the "forecast" should be 3,100,000,000 bus. it does not mean that the Aug. 1 report was a blunder, or erroneous by 100,000,000 bus., it means that conditions affecting the crop between Aug. 1 and Sept. 1 were more favorable than normally.

Much of the criticism directed against crop forecasts in general is due to a misunderstanding of the meaning or intent of such so-called forecasts.

H. C. Donovan.

H. C. Donovan was born at Clifton, Ill., 60 years ago, and after his public school course entered the employ of the Deering Harvester Co. as traveling expert in the sale and repair of farm machinery in the United States and Canada. He continued in this work when the International Harvester Co. was formed, resigning in 1913 to form his first direct connection with the grain business as crop expert for the Armour Grain Co. Here he prepared monthly condition reports the same as those of the government and the four other leading reporters but, due to the Armour policy of reserving valuable information, his reports were not made public, and his name was not so well known as those of the others.

Mr. Donovan now is crop expert for Logan & Bryan, a connection he formed when the Armour grain business was discontinued. He is married and has two sons and a daughter.

Geo. C. Bryant.

George C. Bryant, crop observer for Jackson Bros., Boesel & Co., was born at Lafayette, Ind., in 1870, and in 1890 attended Purdue University, after which he engaged in the printing business and newspaper work. He entered the employ of the U. S. Department of Commerce in the Bureau of the Census as a statistician making business surveys.

In 1914 he entered the employ of the U. S. Dept. of Agriculture as agricultural statistician in charge of the state of Indiana, forming his present connection in March, 1925.

Crop reporters are not always welcomed, Mr. Bryant has found. In Argentina his party inspecting a large 2,500-acre field was beset by the ranchero, and a large pack of dogs. One of the party took aim at an owl with a rifle and dropped him at the first shot. At this demonstration of marksmanship the farmer took to his heels, followed by his pack of dogs.

At Red Deer, Alberta, Mr. Bryant was one of a party of three in a large field that looked like it would go 60 bus. per acre, when the owner came along and was asked how much he thought the yield would be. He replied "There will not be any yield unless I go in and patch up the fence to keep out the rest of the 'cattle.'" One of the party retorted "Swine usually follow cattle."

Practical Crop Reporting.

By H. C. DONOVAN, CHICAGO.

Gathering material for crop reports and estimates not only encompasses a very wide scope, but also necessitates the need of continually keeping your eyes open and your ears close to the ground for fear something of importance may come up unexpectedly or escape your notice entirely, in which event your endeavors, which largely consist of penetrating as much as possible into the unseen future of any one crop, will be further handicapped.

In the first place, in order to get rightly started, a crop-expert should be as thoroughly acquainted as possible with the soil and climatic conditions throughout the grain belts. He should keep records of moisture falls the year around, so as to be constantly aware of possible troubles from sub-moisture shortages. He should also keep in mind the temperature in the different sections day by day, so as to form some opinion of its effect on soil conditions, damaging insects, plant rusts, and the after effects the general run of temperature will have on the growing crop itself. In fact many of the competent farmers pay close attention to the above mentioned features. Therefore, a competent farmer would make a good crop-expert, but only in so far as his own farm, his immediate neighborhood, and the kind of crops he raises are concerned. Whereas, a crop-expert, to be any way successful, should be as near as possible to what might be called a universal farmer. In other words, to be able to use just as good judgment relative to crops in Kansas or Saskatchewan as he does in his own native state.

Thus it is that the study of the soil in different localities; conditions relative to fertilization and drainage; amounts of sub-moisture on hand compared with what is required according to locality; the possible outcome of insect damage, learned to some extent from their past actions, and partly from the existing conditions of things pertaining to them as found; is necessary. It is also necessary to keep fully awake at all times to the causes of plant diseases and the possible outcome of any that may develop.

These and many other features must be studied and kept in mind so as to enable one to form a quick opinion so as to forecast with any surety as to what the coming results may be.

Comparisons with Previous Seasons.—I derive considerable help from comparisons of the conditions I find as I go along with conditions I had found in previous seasons at about the same date in the same locations. To do this I carry a season's book, in which I jot down the dates, temperature, state of weather, conditions

[Concluded on page 803].



Photo by Moffett Studios.
Geo. C. Bryant, Chicago, Ill.



Photo by Moffett Studios.
H. C. Donovan, Chicago, Ill.

S. Dak. Farmers Elevator Ass'n Finds Fault With State Laws

The twenty-second annual convention of the Farmers Elevator Ass'n of South Dakota, held at Mitchell, Dec. 11-13, is distinguished by the unique innovation of having portions of its program put on the air by Stations KSOO at Sioux Falls and WNAX and Yankton.

DISCUSSIONS were of a sane and constructive nature, including leases and railroad rentals, the lien laws tangle, legality of the storage law, sentiment on the warehouse law, infraction of the price-board provision, proposed modification of the Stockholders Liability Act, a practical plan for crop improvement, endorsement of the work of the Northwest Crop Improvement Ass'n, reflecting wheat premiums back to growers, the inadvisability of speculating with protein premiums by storing wheat, selling wheat on "oven performance," copper carbonate and soil poisoning, recommendations for stronger district organizations, suggestions for national organizations embracing each grain instead of state groups of mixed interests, etc.

ADDRESSES were suited to the varied interests represented, and ranged from the logically sound themes to radical and ludicrous nightmares.

ATTENDANCE, while approaching 300, was materially reduced over that of other years, presumably because of prevalent illness and because of the remoteness and inaccessibility of Mitchell from the northern part of the state.

AN OLD-AGE PRECEDENT was happily broken at this meeting, viz., that of levying the burden of the banquet on the commission house representatives, this time each diner paying for his own ticket at the time of registration.

TERMINAL MARKET representatives were not as numerous this year as formerly, due to extensive illness with the wave of flu which is putting the country to bed.

DISPLAYS and souvenirs showed an increase over previous meetings.

THE SAME CORPS OF OFFICERS and directors will guide the destinies of the organization this coming year as during the past twelve months.

THE CITY HALL, just ten steps from the police station, was the meeting place of all business sessions, the first of which opened with light attendance, with a few announcements and the appointment of the following to the Resolutions Com'te: Chairman O. V. Olson, Broadland; M. P. Bates, Letcher; J. E. Fuerstenau, Hazel; W. O. Schwalm (a manager), Midland; F. J. Sixta (a manager), Gregory; Ed. Jermstad, Brookings; Geo. Nicholson, Wentworth; Frank J. Woodring (a manager), Winner; D. L. Welsh, Parkston; and F. S. Betz, Chicago.

Tuesday Afternoon Session.

PRES. A. L. BERG, Baltic, presiding, called the second business session to order, following with several announcements.

DIVINE GUIDANCE was invoked by Rev. C. N. McManis.

AMERICA was sung by the assembly.

MAYOR GEORGE FREDRICKS of Mitchell gave the warm address of welcome, guaranteeing that so long as the convention delegates didn't blow up any buildings that they would be unmolested, a marked change since the last Mitchell convention.

PRES. BERG in responding to the Mayor's welcome emphasized that by helping one another we help ourselves, that we are all battling for self-preservation, and that today's problems are materially the same as of yore.

In this meeting, Mr. Berg stated he desired

that an effort be made to determine ways and means of reducing the margin between the price the consumer pays and the price the producer gets, to be accomplished through the medium of discussion.

The newly born brokerage department the ass'n is now conducting was referred to, stress being laid on the individual savings to be earned which are in direct ratio with the volume of business placed.

The membership is holding up well, and the farmers elevators holding their own.

Reference was made to the resolutions adopted by the National organization, a summary of which appeared in the last number of the Grain Dealers Journal.

W. J. KUERT, Senior Agricultural Economist, Division of Co-operative Marketing, U. S. Dept. of Agr., Washington, D. C., announced that his department had spent two years in preparing material on farmer-owned elevators, a summary of which investigation was available in a 53-page booklet entitled "The Present Status of Farmer-Owner Grain-Marketing Ass'ns in the U. S."

SEC'Y FRANK SLOAN, Sioux Falls, read the minutes of the last annual meeting, which were approved. The Sec'y's annual "Field Report" was thoughtfully put up in printed form and distributed, to be read at leisure. From the latter we quote:

Sec'y Sloan's Field Report.

Freight Rate Activities.—As a state organization we have during the past year co-operated with the State Board of Railroad Commissioners and the State College in presenting evidence at hearings of the Interstate Commerce Commission in regard to the equitableness of freight rates to the Northwest. If the contention of the State Railroad Commission is upheld thousands of dollars will be saved to the farmers of the state. We were called upon in an emergency to help finance this undertaking because neither the Railroad Commission nor the State College had sufficient funds to finance the expenses of our witnesses in this important fight and we contributed \$192.45 toward the expense incurred by Mr. Benedict, at the Seattle hearing, in representing our association in this case.

Shippers Advisory Board Activities.—As secretary of our association I have a membership on the Shippers Advisory Board. An accomplishment of this Shippers Advisory Board, carried through by a committee of which I was a member, is the reinstatement of outlying sampling stations or division points, where carloads of grain may be stopped for the purpose of taking samples and for possible diversion to other markets if it is found desirable. You will remember that the railroads had abandoned these stations and the Minnesota Railroad Commission had recalled its samplers.

Still another accomplishment of this board was the establishment of grain lines in freight cars. In the past the railroads could penalize the shipper for overloading regardless of grain lines. Under the present arrangement, as agreed to at the last quarterly meeting held at Duluth, Minn., on Oct. 16, the railroads will mark a grain line in addition to stating the weight and loading capacity of the car and no penalty is incurred if the overload is not more than 10% above the grain line.

Bonds and Compensation Insurance.—Altho the rates for bank cashiers were but \$3.00 per \$1,000.00 the rates for managers of farmers' elevators went to \$7.50 and some to \$15.00 per thousand, with every indication that all would go to \$15.00 in a short time. It was then that the National Ass'n, of which the South Dakota Ass'n is a member, worked out a plan to consolidate the bonding business and place it with one company. The result was that a rate of \$3.00 was secured and we still have it. Similar results were secured later with Workmen's Compensation Insurance.

Two losses of identically the same nature appeared last year; the one where the bond was written through the State Ass'n received their money in full; the one written through a private agency received nothing.

Brokerage Service.—Your board at its meeting on Feb. 9, decided to set up a brokerage service for the purpose of handling such commodities as the officers deemed advisable.

Arrangements have since been made with manufacturers and jobbers of flour, mill feeds,

tankage, coal, salt, twine, seeds and other goods usually carried by our farmers elevators for the service of such products through the association on a brokerage basis.

Protein.—On May 9 a meeting, attended by about one hundred men, was held at Aberdeen with the result that a committee of eight was appointed with instructions to work out a practical plan.

This committee, on which four members of our ass'n were represented, met at Brookings, and agreed upon such a plan.

Legislative Work.—Threshermen's Lien.—Our Storage Law gives forty-eight hours for settlement to be made on grain. The Threshermen's Lien Law allows ten days for lien to be filed. This places the elevator company in a very dangerous position.

Landlord's Lien.—The Supreme Court has held a landlord's lien superior to a crop mortgage where the mortgage was executed just before the tenant took possession of the land.—220 N. W. 142. This decision, carried to its logical conclusion, would mean that if you purchased mortgaged grain and settled with the mortgagee that you still might be compelled to settle with the landlord.

Stockholders Liability Act.—The legislature of 1923 passed an act which provides that the stockholders under sections 8839 and 8853 inclusive, shall be individually liable to the amount of the par value of their stock in addition to the amount originally invested in such stock. This law is called to your attention because of the fact that elevator companies, whose charter has run out or who for other reasons need to go through reorganization, are finding difficulty with this section.

Managers Short Course.—The farmers elevator requires a more able manager than the line house whose manager receives direction from somebody higher up. The elevator business is also becoming more complicated every year. To operate a modern farmers elevator requires a man with special training, and this training will become more and more necessary as the years go on.

Realizing the future need for young managers with a background of co-operative training, the Co-operative Institute two years ago recommended that the State College develop a course for young men who wish to fit themselves as managers for co-operative associations. The Farmers Elevator Ass'n of Minnesota, also recommended that their Agricultural College provide such a course. Such a course of study is being offered now at the South Dakota State College. Should we take it upon ourselves to encourage the right kind of farm boys to prepare themselves by taking this work at the college? After such men have had further training under the direction of our most successful managers, they should make first class managers to take the places of the older men when they are ready to retire.

District Meetings.—I would like to propose that we revive these district organizations and that each district arrange to hold three or four regular meetings a year at which an organized program will be carried through. One possible reason why not as much progress has been made as was looked for, with these district organizations may be that it has been difficult to arrange for programs. In this respect I will say that I have the assurance of the Extension Service of the State College that they stand ready to assist us in preparing organized programs; to take part on such programs for the presentation of the latest findings of the research work carried on by the United States Department of Agriculture and by the state experiment stations; and for the discussion of plans for strengthening our organizations with respect to membership relations. Such district group meetings also offer opportunities for discussion of problems of management and operation between operators and managers and for the discussion of the looked for developments in response to the national interest in bringing about better conditions in agriculture.

Pure Stock and Seed.—A large share of our South Dakota wheat and other grains is of mixed varieties and does not sell at the terminal markets for as good a price as shipments of pure varieties. This is particularly true of Amber Durum Wheat. One of the reasons why Montana spring wheat outsells our wheat of the same grade is because Montana wheat is mostly of purer variety. During the past year several meetings have been held in this and other states to consider methods of bringing about improvement in the quality of our grain and seed crops. One of the organizations that is working along this line is the Northwest Crop Improvement Ass'n.

Managers' Advisory Com'te.—We are asked to take active part in the work of such organizations as the Shippers Advisory Board, the federal and state Grain Inspection Services, the United States Department of Agriculture through the Division of Co-operation, the State College Extension Service, the Interstate Commerce Commission and a number of other state and national organizations.

The activities of these organizations deal with freight rates and railroad services, with grain grades and inspection service, with the improvement of the quality of the grain, with organ-

ization problems and with many other matters. Representation of these conferences offers many opportunities to achieve valuable results but they also bring heavy responsibilities. We need to exert the most careful thought, to secure the best information and to use the best possible judgment in taking our positions in regard to proposed activities. I have often wished that I could have the opportunity to talk some of these problems over with a group of our managers so that I may have the benefit of their judgment. Because of the special training and information of such men they also could be of assistance to the board in an advisory capacity.

I would, therefore, propose that we select a group of seven managers, one from each director district, who shall meet upon call of the president or secretary of the board and act as a managers advisory committee to the board and to the secretary.

Before we take action on this matter, however, it must be understood that at the present time we do not have sufficient funds to defray the expense of such a committee and that it can function only to the extent that funds are available to pay necessary expenses. In this connection I want to call to your attention the fact that there is still a considerable number of elevators who are not members of our ass'n.

P. L. BETTS, Chicago, Sales Manager Equity Union Creameries, on "Co-operative Marketing of Dairy Products," illogically compared the domestically consumed milk industry to the world-wide grain trade, in his plea to stir the emotions of farmers to own all their own marketing machinery. He did not lose sight of the fact that co-ops must meet competition, that co-operative marketing is a hard-boiled cold-blooded business proposition, that the American farmer himself is the biggest problem to contend with because of his disinterest and disloyalty, and that everyone who has hugged individuality must submerge it because the large corporation is too efficient and because mergers for bigger enterprises are economically right. In the dairy industry, co-operative marketing agencies were said to be prime price-setting factors, which example Mr. Betts attempted to force upon the grain dealers as an example of what could be accomplished in the grain trade.

The supposed plight of the farmer was compared to the large manufacturing plant with no sales department, a ludicrous example, which, with the enormous wealth of the meat packers, individually, was used to prey upon the weak-minded as a false stimulus to buy marketing machinery.

Reflecting Back Protein Premiums.

WM. F. SCHNAIDT, marketing specialist, Extension Service, South Dakota State College, Brookings, author of "A Plan for Distributing Protein Premiums on Wheat from the Local Marketing Agent to the Individual Grower," took "PROTEIN" for his subject, on which topic there was considerable discussion at last year's convention. Direct shipping by farmers was said by him to have increased because of the difficult problem of determining protein content of wheat at country shipping points.

A practical protein determining method was admittedly vexing to country shippers, and in the final analysis they do not know how to determine or reflect premiums back to the one entitled to them.

Constructive efforts in helping grain dealers to accomplish this task satisfactorily resulted from a Conference held at Aberdeen, where plans were drawn up and a practical program outlined in a full explanation worked out by this Conference and Mr. Schnaidt, including the quoting of prices by Minneapolis on the basis of protein content.

Reflecting premiums stimulates cultivation of better wheat, he concluded.

His treatise on reflecting protein premiums back to the grower will be quoted elsewhere.

W. O. SCHWALM, manager of the Midland Co-operative Marketing Ass'n, Midland, in opening the discussion, described his method of reflecting protein premiums back to the farmer, in contrast to that advanced by Mr. Schnaidt.

Mr. Schwalm goes out into all fields and gets a sample of the wheat before it is

threshed, submits these samples to the test of a recognized laboratory to get advance information on the average protein content of the wheat in his territory. This information, if the weather continues dry, is used as a basis for making purchases, on average protein content. Samples of wheat are again taken as the grain comes in to determine protein premiums due. When a farmer is through hauling, seventy-five per cent of the premium is returned, which is most fair and equitable.

Favorable billing was also pointed out as a factor in fixing premiums, mill-buyers being anxious for grain off some lines, the billing on which may be advantageously used in flour distribution.

"OVEN PERFORMANCE" wheat, now being sold by one Minneapolis dealer, was cited by R. L. Remund of Hallet & Carey Co. in illustrating the importance of protein content to millers and bakers.

Mr. Kuhrt pointed out that the farmer should receive the protein premium prevalent the day the grain is received; also that it is inadvisable to speculate on premiums by storing the grain.

One manager objected to Messrs. Schnaidt and Schwalm's procedure, maintaining that it is better to distribute protein premiums on tonnage every year than to try to revert this rebate back to individuals. It all evens up in the long run in his estimation, as one farmer has high protein one year, and another farmer will have it the next, and the individual farmer is not responsible for protein content, 75 per cent being due to climatic conditions and the soil.

COM'ITE APPOINTMENTS and the distribution of rebates from the operation of the brokerage department concluded the session.

The Credentials Com'ite appointed was: L. B. Kraft, manager of the Farmers Equity Elevator Co., Ipswich; Paul J. Walter, Yale; J. G. Trotter, Mt. Vernon.

The Com'ite on Condolence appointed was: A. R. Fryer, Doland; C. J. Johnson, Rutland, and Wm. Tschirley, Ethan.

AN EXECUTIVE SESSION for open and unrestrained discussion on any topic took place on Tuesday evening, in the form of a "closed meeting."

Wednesday Morning Session.

The fourth business session opened under the presiding guidance of Hon. Second Vice President H. E. Covey, Winner, Lieutenant Governor of the State of South Dakota. The attendance was much better, many arriving during the opening hours of this session.

Following the singing of "K-K-Ka-ty," and several others of similar vein, a number of announcements were made, displays by the supply-trade being particularly emphasized.

H. R. SUMNER, Executive Sec'y of the Northwest Crop Improvement Ass'n, Minneapolis, started the morning's program with the interesting and constructive topic of "A Practical Plan for Crop Improvement." Mr. Sumner's enlightening address is published elsewhere. Colored maps were used in illustrating his talk.

Following the proposal by Mr. Sumner that a Crop Improvement Com'ite be appointed to aid Mr. Foster of the State Agricultural College, which recommendation was adopted, discussion of the problem was indulged.

F. J. CROSS, manager of the Farmers Union Grain Co., Randolph, maintained that rust was a worse menace to them than smut infection.

Contrasted with Mr. Sumner's recommendations for thoroughly treating wheat for smut, Mr. Cross stated they only treated wheat every other year, because of the belief that Copper Carbonate effected the fertility of the soil, even to such an extent that the short straw of the wheat and its inability to stand severe weather, compared with former years, was blamed on the Copper Carbonate treatment.

These false impressions were, of course,

satisfactorily corrected by those in a position to know the truth, tests having been conducted on this untruth about Copper Carbonate effecting or poisoning the soil. Short straw is the result of poor or unadopted seed. Seed needs sorting and "culling" just as do flocks of poor-laying hens.

RUST, it was agreed, is predominantly a condition arising from the way the farmer farms, the weather being only slightly responsible.

ERGOT IN RYE and the discount suffered, of 1 cent per 1/10th per cent of ergot, was bitterly condemned, particularly in face of heavy receipts as well as the inefficiency of seed treatment. The remedy for this ill was given as "Plant clean seed on clean ground and employ crop rotation," particularly because ergot is a fungus disease that lives in the soil like corn smut. Holding seed over for a year and a half will also rid the seed planted of bearing ergot, since the ergot loses its vitality in that time. Ergot may also be floated out in a 20 per cent brine solution.

BARLEY SEED treatment was discussed at length, treatments for ball and loose smut being recommended.

F. J. WOODRING, manager of the Farmers Educational & Co-operative Union, Winner, related the success they had had with KOTA WHEAT, in illustrating his contention that soil has a great deal to do with any wheat crop. Shipments of Kota bring from 15 to 30 cents a bushel premium over Marquis, possibly because the protein runs from 15 to 17.5 per cent and the highest dockage yet suffered was 3 per cent, combined wheat (which is usually heavy in dockage) included.

Durum runs from 95 to 98 per cent pure in Mr. Woodring's territory, the Kobank variety being prevalent. The favorable weather in the Rosebud country was given some credit for the above unusual records, but the fact that no cleaner is necessary in Mr. Woodring's elevator is credited to the soil.

Trevi Barley was given a black eye, this variety being entirely unsuited for malting, contrasted to Odessa, which was proclaimed the leader.

F. S. BETZ, Chicago, addressed the group, in concluding the morning's program, on "Sane and Sensible Marketing." His address is quoted elsewhere.

Managers' Wednesday Afternoon Session.

The fifth business session, the Managers' Session, was called to order Wednesday afternoon, First Vice President A. R. Fryer of Doland presiding.

W. J. KUHRT, Senior Agricultural Economist, Washington, D. C., opened the program with his address on "The Possibilities and Limitations of Terminal Grain Marketing," which is quoted elsewhere in this number.

Discussion provoked by a section of Mr. Kuhrt's address prompted Mr. Fryer to proclaim that grain cleaners in most territories pay for themselves each year, not only effecting a saving in freight on the dockage removed, but by furnishing a "filler" for home-ground feeds out of the dockage removed, not to mention receiving a better price for the cleaned grain than were it shipped dirty. "It's an economic necessity," in the words of Mr. Fryer, who warned against "crowding" the cleaner, which results in a poor job of cleaning.

Mr. Kuhrt made the assertion that 85 per cent of the grain coming to market needed cleaning, which would pay elevators in every instance—flax excepted (where a premium is paid for dockage).

A CENTRAL SELLING AGENCY was proposed for the state to locate supply and demand for grain in any section and effect a movement between any two interested parties, the purpose being to avoid handling grain between local elevators through commission com-

panies. The opinion of the assembly dictated, however, that such a move would become nothing more than a credit agency.

FRANK WOODRING of Winner sanely put the damper on the proposition, pointing out that when one buys through a terminal market they know the grade and weight is right, contrasted with knowing nothing of the grade, weight, etc., as well as having no recourse when buying from another country elevator.

E. L. KREGER, Manager of the Iowa Farmers Co-operative Brokerage Ass'n, Ralston, Ia., was assigned the subject "What is Doing in Our Brokerage Department."

He opened with the assertion that the Iowa Extension Department is aiding elevators throughout the state in conducting a cross-state grain business, placing the party in need in touch with the party with a surplus.

"The brokers have been trimming 'em right," he said, "even to the extent of having shipments inspected a number of times so that a variety of inspection slips to enable them to send on the lower grade slip to the shipper and the highest to the buyer. Grain is taken in as No. 5, etc., and sold out 2-3-4 grades higher. Many cars don't go through an inspection point, giving the receiver a decided advantage."

He recommended the sending of a representative sample of every shipment not going to a terminal market to the nearest federal supervisor for a grade; also, that accurate weight records be kept and claims filed immediately for any shortage.

The state is stepping in and trying to correct the mal-practice by refusing to issue the second grade slip until the first has been returned to the shipper.

LOCAL FEED GRINDING in Iowa came in for criticism also, it being Mr. Kreger's contention that there were too many grinders within the confines of the state, alleging that this investment was not paying out. Investigate thoroughly before installing a feed grinder, was his warning. [He sells prepared feeds.]

The grain business is almost a side line in northern Iowa now, and this trend is now overtaking South Dakota. His prophecy was that in the future towns will consist of a farmers elevator and a chain store. Line companies that never before merchandised side-lines are now adopting chain store methods and following this business trend.

Competition is being wrought by the Iowa brokerage department, but volume of business handled seems necessary to enable securing profitable connections. Out of the \$20,000,000 in side-line merchandise handled by the farmers elevators of Iowa, the brokerage ass'n places \$1,000,000 worth, returning between \$13-\$14,000 in rebates.

THRESHERMAN'S LIENS were ably treated by A. H. Borman, president of the Thresherman's Ass'n, in imploring managers to help them in collecting threshing bills.

The managers opposed this move, as well as the landlord's lien law, seed, crop, International Harvester and other liens or incumbrances which are not a matter of immediate record, it being their rightful contention that the elevator is NOT A COLLECTING AGENCY. It was resolved that some concerted effort be made to rid the elevators of this burden, as will be observed by the resolution on this problem.

This subject presents an unfavorable aspect for the elevator operator, in that a thresher does not, according to law, have to file his lien for ten days after threshing, while the grain dealer, under the recently enacted storage law, must either pay for a farmers grain or issue him a storage ticket, and report same to the state commission in charge, within forty-eight hours.

THE STORAGE LAW, it was the consensus of opinion, because of this peculiar wrinkle, conflicts with the threshermen's lien

law, which was on the statute books first, and therefore, the storage law, if taken into court, would probably be found unconstitutional.

PRIORITY OF LIENS was given as: Thresherman's lien (up to 10 days after grain is threshed), seed lien, landlord's lien, crop lien, other liens in the order due, etc.

Wednesday Evening Banquet.

The basement of the Methodist Church was the setting of the annual banquet, the mode of conducting which was happily changed this year to relieve the unjust burden of this feature from the shoulders of the commission houses and place it on each diner where it belongs. Some 256 appetites were appeased, the Ladies' Aid Society serving the meal.

HON. H. E. COVEY, Lieutenant Governor of South Dakota, and Second Vice President of the organization, was toastmaster.

Charles Weller, Mitchell, sleight of hand performer, was the headliner of the evening, mystifying his attentive audience with a series of clever stunts in legerdemain.

M. E. COFFEY, Minneapolis, as always, is good for a string of good stories, and he lost no opportunity to keep the crowd in an uproar. E. A. Cawcutt, also of Minneapolis, likewise came forth with a line-up of funny-bone ticklers.

Bert Ewing, manager of the Doland Farmers Elevator, Pres. Berg, Sec'y Sloan, F. S. Betz, and a few others, all did their act creditably.

Thursday Morning Session.

The sixth business session was presided over by Pres. Berg.

The first action of business was the appointment of a com'te to work in accordance with Mr. Sumner's recommendation at the Wednesday morning session. This com'te is composed of Frank Woodring, Winner, Chairman; J. D. Wilson, manager of the Farmers Co-operative Co., Brookings, and C. G. Anderson, manager of the Farmers Union Grain Co., operating elevators at Nahon, Stratford, Randolph, Brentford, Verdon, Adelaide and Plana.

Warehouse-Storage-Rental Problems.

J. J. MURPHY, State Railroad Commissioner, enlightened his thinning audience on the pertinent topic of the provisions of the state Warehouse Law. He asked the co-operation of the elevator operators on the proposition of bonding up to the full liability, cautioning his listeners that if the few continual delinquents keep on ignoring the law additional legislation and higher bonds will be required of all. To prevent this from coming about, Mr. Murphy, who is one of the ablest men ever holding this office, pled that the ass'n help get all grain dealers to send in their warehouse receipts.

The warehousing law is in the interests of protection to the country grain dealer. It should either be complied with or abolished, but as long as this act is on the statute books it is Mr. Murphy's duty and intention to enforce its provisions.

Sentiment seemed unanimous in favor of the law, a vote being taken on whether or not the delegates desired same abolished.

The combined action of the state ass'n and the state powers were instrumental in bringing about a cheap bond, a departure from previous expensive coverage, so, grain dealers should completely cover all grain stored, reporting promptly to the Railroad Commission at specified intervals that the bond may be increased or reduced as soon as possible, to the end that all elevators have all stored grain fully bonded.

PRICE BOARDS are not being kept up as they should be, in accordance with a provision of the act, for infraction of which the Commissioner was sorely moved. This stiplication should be lived up to or else repealed, in his estimation. At all costs, no law should be intentionally violated.

For assistance on rate cases the ass'n was publicly thanked.

While on the subject of rates, Mr. Murphy cited a peculiar turn of events in the matter of freight tariffs from the central west to the Pacific Coast. Few realize that the California farmer gets the world price for his grain, plus the freight rate from the surplus sections to California, so naturally it is to the conceded advantage of the Pacific Coast farmer to make loud cries of higher rates to that section.

A decision favorable to South Dakota in Docket 17,000 would mean \$4,000,000 annually to South Dakota farmers in reduced freight rates.

A strong and financially well-fortified com'te on rates was recommended, to attend and testify in all rate hearings. It is quite embarrassing to testify in a rate case and have no interested witnesses to back you up, he observed.

STORAGE PROBLEMS came in for their full share of discussion, under the guidance of Commissioner Murphy.

LEASING OF SITES for elevators was discussed, the action of the Interstate Commerce Commission in recommending to the railroads that they lease on a basis of 6 per cent of fair value of the property, in place of the previous practice of charging only a nominal rental, being reiterated.

EXCESSIVE RENTALS came within the jurisdiction of the state Railroad Commission, and Mr. Murphy assured his listeners he should be glad to aid in this respect. All leases and rentals are on file with the Commission for inspection and comparison by interested parties.

Some excessively suspicious delegate questioned whether or not the railroads didn't favor line and independent elevators in the matter of assessing rentals, to which the Commissioner assured him to the contrary.

The discussion dwindled to the matter of trucks and licenses, etc., more or less foreign to the province of the grain trade, particularly since the wave of grain dealer-owned trucks hauling grain has not invaded South Dakota to any appreciable degree.

A. E. ANDERSON, Director of Extension, Brookings, closed the last session with an address on "Looking Ahead in Co-operative Marketing."

Following his address, it was unanimously decided to dispense with the afternoon session and crowd everything into the morning program, which was accomplished.

RESOLUTIONS adopted include the following:

Resolutions.

Recognition in Radio Service.

RESOLVED, That in the allocation of stations for radio broadcasting by the Radio Board, Agriculture be given the exclusive right to the use of some practical wave length thru state agricultural institutions.

Stockholders' Liability.

RESOLVED, That we recommend a modification of the Stockholders' Liability Act in such a way as to assist rather than hinder in the reorganization of farmers elevator companies on a co-operative basis.

Lien Laws.

WHEREAS, The lien laws against grain marketed whereby the grain buyers are subjected to many complicated difficulties, need revision to relieve them from the repeated necessity of having to lose the amount of the lien; therefore, be it

RESOLVED, That in the revision where it becomes necessary for the grain dealer practically to act as a collector of the lien he be allowed a commission of 10 per cent for the amount collected for his trouble.

District Programs.

WHEREAS, Our secretary has made mention of the assurance of the help of the extension service of the state college in the constructive program for increasing the interest in the district meetings; therefore, be it

RESOLVED, That a com'te consisting of a member from each district be appointed to confer with the extension department of the college to arrange for a program in a series of district meetings.

Crop Improvement.

RESOLVED, That in the interest of quality production we commend the efforts of the Northwest Crop Improvement Ass'n and pledge our support and that we favor the enactment of an adequate seed law of the state by the legislature.

TREASURER E. J. OYAN, Baltic, presented the following report:

RECEIPTS.

Cash on hand Nov. 19, 1927....	\$ 156.11
Dues	3,620.00
Car fees	499.70
Insurance and bonds.....	7,430.93
Year Book	1,146.00
Service organization work.....	110.00
Badges refund	42.00
F. H. Ripley	20.00
Refunds, miscellaneous	24.09
Brokage, mdse.	5,361.09
Brokage, comm.	1,110.36
	<hr/> \$19,520.28

DISBURSEMENTS.

Insurance and bonds.....	\$5,985.93
Car mileage or use for car....	1,544.00
Hotel and railroad fare.....	1,011.86
Postage	221.60
Rent	330.00
Year Book	374.15
Printing and office supplies....	377.52
Office help	360.00
Secretary salary	2,400.00
Telephone and telegraph.....	145.36
Convention expense	222.74
Elevator guides	47.25
F. S. Betz	10.00
S. F. Chamber Commerce dues ..	20.00
Barberry eradication	25.00
Freight rate hearing expense..	200.00
Taxes	7.70
Exchange, bank	12.55
Repairs, typewriter	5.00
Directors' meeting	82.79
Twine	11.43
Brokage commissions	435.39
Brokage mdse.	5,361.09
	<hr/> 19,191.36
Balance on hand Nov. 18, 1928.....	328.92
	<hr/> \$19,520.28

ELECTION OF OFFICERS resulted in the re-election of A. L. Berg, Baltic, president; A. R. Fryer, Doland, first vice-president; Hon. H. E. Covey, Winner, second vice-president; Frank H. Sloan, Sioux Falls, sec'y, and E. J. Oyan, Baltic, treasurer; A. R. Fryer, director, District No. 6, and Hon. A. Hoffman, director, District 7. Directors from the first five districts hold over.

Therewith the meeting adjourned *sine die*.

The next convention will be held probably in Sioux Falls, it being the custom of this organization to go the rounds of about six cities in turn.

A number of managers prophesy a large South Dakota turn-out at the Minneapolis convention in February.

Supply Trade Notes.

CALUMET STEEL CO. were represented by R. C. Teague.

FAIRBANKS-MORSE CO. was represented by D. E. Marlow of the Sioux Falls office.

COAL DEALERS represented included Verne Neer, E. A. Wing and R. J. Robertson.

STRONG-SCOTT MFG. CO. was represented by C. H. Townsend, who distributed large-size pencils liberally.

LIGHTNING RODS kept off all static attacks, due to the presence of J. J. Martin, of the Watertown office of Dodd & Struthers.

CONTRACTORS-ENGINEERS were represented by the jovial Fred Holtby, of T. E. Ibberson Co., who distributed his noisy "Snapper-Jacks," and Joe Leathers.

TWINE was exhibited by the Plymouth Cordage Co., and by the representatives of the South Dakota State penitentiary. The A. R. Stenson Co. distributed mechanical pencils.

MIRACLE ACE HAMMER MILLS, equipped with Fairbanks-Morse motors, were on exhibit by Oliver Stroman, Minot, No. Dak. Blotters and pencils were liberally passed out.

WINTER'S HEAD DRIVES, pillow blocks, spout holders, and literature on all elevator and mill supplies handled by R. R. Howell & Co. were in charge of F. E. Barsaloux, who passed out large pencils.

AN EMERSON UPRIGHT NO. 2, Type M, was installed and on exhibit at the Farmers Elevator at Mitchell, which John Groseth, M. O. Thorkildson and W. A. Hewitt took and demonstrated to many interested dealers.

REGISTRATION was in charge of E. C. Paulson, Grain Dealers Fire Insurance Co.; P. L. Brown, Mill Mutuals, and Miss Blanche Beck, Sec'y Sloan's sec'y. Badges were furnished by the Grain Dealers Fire Insurance Co. and the American Co-op. Pub. Co. jointly.

FEED MANUFACTURERS in attendance included C. Gardner, who displayed poultry ingredients, L. M. Swain, A. W. Rowlee, J. A. Goranson and Olaf Peterson, who decorated the hotel, etc., with empty feed bags; L. E. Brodey, E. R. Montgomery, and Paul T. Rogers.

SEEDSMEN attending included: Elmer Sexauer and G. A. Homis, R. C. "Dick" Gage, Richard Burn and Oman Chesterman. Both Sexauer and Haley-Neeley displayed brands and samples of seed and other side lines in which the grain trade is interested and help seedsmen to merchandise.

INSURANCE REPRESENTATIVES were: E. C. Paulson, Grain Dealers National Mutual Fire Insurance Co.; P. L. Brown, Mill Mutuals, H. M. Giles Agency; E. H. Moreland and Otto Nelson, Tri-State Grain Dealers Fire Insurance Co. Financial statements were distributed by the latter "mutual."

THE NITRAGIN CO., makers of the original soil inoculator that comes in the dated box, had an attractive display. Descriptive literature and mechanical pencils were distributed by H. H. McVeigh, of the home office, who was in charge. Nitrugin price boards were exhibited, as well as by Geo. P. Sexauer & Son and Haley-Neeley Co.

A CARTER BIG THREE Grain Cleaner was exhibited for the first time. This new machine has many new features, including greatly increased capacity. A smaller machine equipped with new discs showing how flax dockages are reduced within the Big Three and Big Four machines was also on display. V. H. Reid, A. W. Erickson and T. E. Johnson were in charge of demonstrating the exhibits and distributing interesting literature.

In Attendance.

THE SIOUX FALLS DELEGATE was W. W. Walsh.

SPOKANE, WASH., was represented by Fred E. Davis of Boyd-Conlee Co.

Leo Barrett is reported to have chartered a private Pullman for the trip.

Van Dusen-Harrington Co. passed out puzzles, cigar lighters and calendars.

THE MILWAUKEE MARKET was represented by C. W. Riley, Milwaukee Grain Co.

MINNESOTA SHIPPERS were Theo. Torgerson, Kenneth, and H. R. Filkins, of J. V. Lauer & Co., Albert Lea, Minn.

CHICAGO commission house representatives included: C. A. May, J. H. Dole & Co., and M. Mannheimer, Rosenbaum Grain Corporation.

INDEPENDENT DEALERS included: Mason Smith, Alpena; H. E. Frost, Esmond; J. A. Wallman, Freeman; and M. C. Johnson, Oldham, So. Dak.

MANAGERS IN ATTENDANCE included: Aberdeen, C. G. Anderson; Armour, John Grosz, Jr.; Artesian, A. A. Luxford; Broadland, M. F. Luick; Brookings, John D. Wilson; Bruce, Peter E. Larson; Canova, Henry Lueth; Castlewood, J. E. Miller; Claremont, Henry Hinrichs; Craven (Ipswich p. o.), F. A. Vankirk; Delmont, C. E. Bordner; Dimock, A. A. Hauge; Doland, Bert L. Ewing; Emery, J. B. Till; Erwin, W. S. Giles; Fairfax, B. H. Schoenrogge; Forestburg, S. A. Gere; Garden City, M. R. Otter; Geddes, Wm. Cihak; Gregory, F. J. Sixta; Humboldt, H. L. Petersen; Ipswich, L. B. Kraft; Kennebec, J. A. Rierdon; Lake Andes, James Dermody; Lake Preston, Edw. Rogholt; Lane, Sam H. May; Letcher, B. M. Halladay; Marion, H. F. Tieszen; Midland, W. O. Schwalm; Mitchell, I. L. Demaray; Naples, Geo. E. Lee; Oldham, F. S. Menzell; Parkston, Richard Isaak; Plankinton, C. A. Earl; Presho, A. S. Boe; Pukwana, W. E. Kage; Randolph, F. J. Cross; Roslyn, Wm. Rienstra; Saint Lawrence, Sid Fritts; Scotland, Wm. H. Miller; Selby, Albert M. Hoven; Tripp, Aug. C. Schmidt; Virgil, E. B. Kast; Wentworth, F. W. Stillwell; Wessington Springs, W. F. Cadwell; and Winner, Frank J. Woodring.

OMAHA was ably represented by: Frank Mead, John W. Redick Co.; W. F. "Bill" Watson, Lucke-Gibbs Grain Co.; A. H. Bewsher, Updike Grain Corporation, and H. K. Mansfield. Bill Watson passed out specimens of new-sized currency to be issued next year.

MINNEAPOLIS commission house representatives included: M. E. Coffey and R. L. Remund, Hallet & Carey Co.; J. D. Brucker, Emil Stoeck and C. C. Weides, McCaul-Midmore Co.; James Carlow, Archer-Daniel-Midland Co.; R. M. Davies and H. H. Sand; Geo. G. Lee and E. A. Cawcutt; Frank R. Huttner and Ottis E. Peterson; T. H. Westmoreland, Nye Owan and J. L. Killion; L. L. Druley; J. G. Haugen and H. S. Roberts; M. Leo Barrett, A. D. Neer and C. D. Siegfried; J. P. Sheridan; M. R. Nelson and L. H. Smith; F. J. Furst; W. A. Dinham; Chas. W. Bleick; N. Smokstad; H. H. Minthorn, T. H. VanEvery, E. J. McGlen and H. F. Olson; S. L. Chapin; G. C. Thornstad, C. L. Young and Chas. E. Titterud; W. P. Brown and F. R. Bitkey, and W. B. Hatch.

SIOUX CITY'S DELEGATION was headed by Freeman Bradford, sec'y and traffic manager; John E. Bohn, Federal Supervisor; W. J. Coen, Western Terminal Elevator Co.; Geo. Deter, Flanley Grain Co., and Russell Mollahan, Terminal Grain Corp. Attractive booklets entitled, "The Sioux City Spirit of Progress," completed describing the grain and milling trades, their facilities, and an optimistic outlook for the future, were distributed, with a list of the active membership of the Grain Exchange, by Mr. Bradford, who also had plenty of cigars for Sioux City's good shippers, and other entertainment. Bright red "Sioux City" streamers were pinned on Miss Blanche Beck, Frank Sloan's sec'y, as well as worn by all the delegation representing this market. Mr. Bradford's knowledge of the grain rate structure was helpfully put to work during some of the sessions.

Cincinnati Unifies Rules to Coincide with "National."

At the eleventh annual meeting of the Cincinnati Board of Trade, held Dec. 16, President A. M. Braun, in his annual address, said:

Our com'te on Daily Market Report has had its plan for a "Call" market approved by the executive com'te, and it is believed that the accomplishment of this feature in our organization will have the effect of stimulating business.

The adoption of a revised set of General Trade Rules and Regulations is being submitted to you today. If you approve of the recommendations of the com'te on rules there is hardly any doubt that the board of directors will make them effective as of the first of the year. Aside from relieving the rules of many obsolete provisions, the chief changes proposed by the committee are: First, as to the sale of grain and hay by sample or grade, it is believed that a revision of equal benefit to buyers and sellers has been presented; second, the commission and brokerage rules proposed to you provide that members may handle business on commission or brokerage for members and receive compensation therefor at one-half the regular charges for such service. It is believed that such a provision in our rules should encourage outsiders to associate themselves with our organization and thereby reap the benefit intended under the rule.

From the complete report of the Com'te on Rules, of which Ralph H. Brown is Chairman, in addition to substituting the (a) "Carload" Rule of the G. D. N. A.; (b) "Failure to Deliver," and the "Failure to Ship" rules of the G. D. N. A., covering delivery on contracts for shipment; and (c) the "Time, How Computed" Rule of the G. D. N. A. on grain transactions, of the National Hay Ass'n on hay and straw transactions, and of the United States Feed Distributors Ass'n on feed stuffs; the following proposals are also quoted:

Rule M-6 (a). The following rates of commission are hereby established and shall be charged to non-members when transacting business for non-members.

Carloads: Wheat, rye and ear corn, 1% of the gross amount, minimum \$15 per car; shelled corn, oats, hay, straw, mixed cars, 1% of the gross amount, hay or straw, \$1 ton, minimum \$10 per car; feedstuffs and grain products, 50¢ per ton, minimum \$10 per car.

Brokerage—Members of the Exchange who may buy or sell grain, feedstuffs, grain products, hay and straw, as brokers, must collect a minimum of \$5 per car for the services performed, except where the broker makes advances, and in that case the commission rule shall apply.

(i) Should the buyer and seller find it impossible to agree as to the discount under these rules the dispute shall be settled by a standing discount com'te to be appointed by the board of directors of the Cincinnati Board of Trade, Inc., and the decision of this discount committee shall be final.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Helena, Ark.—Plans for the erection of a bulk grain transfer on the Helena river have been approved by the Sec'y of War and the War Dept. Construction will begin after the first of the year as soon as Congress makes the appropriation. The transfer will have a capacity of 50 carloads in a 10-hour shift and will serve winter wheat growers of Kansas, Oklahoma and Missouri. Rice growers of Arkansas will also benefit by lower freight rates.

CALIFORNIA

Woodland, Cal.—T. O. Arens has bot out his partner, Lawrence Hennigan, in the grain and commission business, Mr. Hennigan being now associated with Arthur Daussat.

CANADA

The United Grain Growers, Inc., have decided not to sell their line of country elevators to the Alberta Wheat Pool.

Collingwood, Ont.—The elevator being erected for Collingwood Terminals, Inc., is expected to be completed by August, 1929.

New Westminster, B. C.—The 1,000,000-bu. elevator erected by the Harbor Board is not quite completed, owing to several delays, but it is expected to be ready for grain before the first of the year.

Vancouver, B. C.—The Victory Flour Mills have been sold to the Alberta Pacific Grain Co., Ltd. The name has been changed to the Atlas Milling Co. and the capacity of the plant will be increased to 600 bbls.

Saskatoon, Sask.—An explosion originating in the storage bins or packing room of the Robin Hood Mills, Ltd., the night of Dec. 17 damaged the plant. The company is a subsidiary of the International Milling Co., Minneapolis, Minn.

Toronto, Ont.—Alfred J. Stuart, supt. of the newly erected elevator of the Toronto Elevtr. Co., died Dec. 7 of pneumonia. He was a pioneer of Ft. William and was associated with the grain trade there many years. A few months ago he came here to take charge of the elevator.

The Alberta Wheat Pool will erect elevators as follows: at Travers, Retlaw, Grassy Lake, Winnifred, Nemiscan, and Siding, two south-east of Wolford extension, of 40,000 bu. capacity each, and at Lomond, Barons and Carmingay of 60,000 bus. each.

The Canadian Government will hold an international grain conference and exhibition somewhere in Saskatchewan in 1932. Dominion authorities will be asked to provide at least \$250,000 in prizes for the best display, by W. R. Motherwell, Minister of Agriculture, who is sponsoring the exhibit. Competition will be open to the world.

Port Arthur, Ont.—Jas. McGee, 25, electrician's helper at Pool Terminal elevator No. 6, was killed instantly at 10:00 a. m. Dec. 8 when he fell thru a hole onto the floor below, his head being crushed in. It is thought he was adjusting a pulley when his head came in contact with a cable, the cable striking him and throwing him off his balance.

Winnipeg, Man.—The council of the Grain Exchange was made defendant in the Manitoba courts in connection with the disposition of moneys received from the sale of 3 memberships in the Exchange that had been held by A. H. Bevan Co., Ltd., at the time it became bankrupt. The memberships were sold for \$30,000, as agreed between the plaintiff, W. S. Newton, authorized trustee in the bankruptcy, and the Exchange sec'y, Dr. Magill. The money was paid into a special trust account, but later withdrawn, as, under the rules of the exchange, creditors who are members of the exchange have first lien on such moneys.

Windsor, Ont.—Fire, probably caused by sparks from a passing engine, destroyed S. B. Green's elevator the night of Dec. 8. Loss, \$12,000.

Winnipeg, Man.—Jas. A. Richardson, grain exporter and financial agent, purchased land on which one of the finest office buildings in the City will be erected. Mr. Richardson and staff will occupy part of it with a fine section reserved for the stock exchange.

Winnipeg, Man.—Dan McGregor, an employee of the N. Bawlf Grain Co., Ltd., died Dec. 19 after a brief illness. He was a comparatively young man and held a responsible position with the company. He was a member of the Grain Exchange Curling Club and the Strathcona Club. He leaves a young widow.

Windsor, Ont.—The elevator to be erected here by Winnipeg grain interests will be used for the storage and shipping of grain to New York via Michigan Central, Canadian and New York lines after the close of navigation seasons, making a considerable saving in railway mileage over the present grain route via Toronto and Montreal. It would also lessen congestion at the head of the lakes if used as an auxiliary storage plant.

EDMONTON, ALTA., LETTER.

We have constructed the following crib elevators for the various firms. All of these houses with a few exceptions mentioned are equipped with 15-h.p. Fairbanks-Morse engine, 10-ton wagon scale with Strong-Scott pneumatic dump and 100-bu. hopper scale, 12x6" buckets on 13x5 ply belting and 48" head pulley equipped with 3 SKF bearings and 2 15/16 1" rope drive.

Andrew, Alta., 30x31x58 ft. of crib, 16 bins, 35,000 bus. capacity. N. Bawlf Grain Co., Ltd., Winnipeg, Man.

Beaverlodge, Alta., 36x38x60 ft. of crib, 24 bins, 30,000 bus. capacity. United Grain Growers, Ltd., Calgary, Alta.

Bluesky, Alta., 30x31x56 ft. of crib, 16 bins, 33,000 bus. capacity. United Grain Growers, Ltd., Calgary, Alta.

Bonnyville, Alta., 34x36x56 ft. of crib, 18 bins, 40,000 bus. capacity. Alberta Pacific Grain Co., Calgary, Alta.

Bonnyville, Alta., 32x33x60 ft. of crib, 18 bins, 40,000 bus. capacity. Home Grain Co., Ltd., Winnipeg, Man.

Bonnyville, Alta., 30x31x56 ft. of crib, 18 bins, 35,000 bus. capacity. Searle Grain Co., Ltd., Winnipeg, Man.

Bonnyville, Alta., 32x33x60 ft. of crib, 18 bins, 40,000 bus. capacity. Northwest Grain Co., Ltd., Edmonton, Alta.

Brant, Alta., 32x33x72 ft. of crib, 18 bins, 50,000 bus. capacity. Home Grain Co., Winnipeg, Man. Equipped with Fairbanks-Morse 10-h.p. ball bearings, ventilated motor and Morse silent chain direct connected head drive and Fairbanks-Morse pneumatic compressor unit in the driveway.

Champion, Alta., 32x33x72 ft. of crib, 18 bins, 50,000 bus. capacity. Equipped with Fairbanks-Morse 10-h.p. ball bearing ventilated motor and Morse silent chain direct connected head drive and Fairbanks-Morse pneumatic compressor unit in the driveway. Home Grain Co., Ltd., Winnipeg, Man.

Cherhill, Alta., 28x30x50 ft. of crib, 15 bins, 25,000 bus. capacity. Parrish & Heimbecker, Ltd., Winnipeg, Man.

Dorenee, Alta., 32x33x60 ft. of crib, 18 bins, 40,000 bus. capacity. Home Grain Co., Ltd., Winnipeg, Man.

Ensign, Alta., 36x38x65 ft. of crib, 24 bins, 60,000 bus. capacity. Home Grain Co., Ltd., Winnipeg, Man. We dismantled the 35,000-bu. house and rebuilt on this site. This house is equipped with Fairbanks-Morse 10-h.p. motor and Morse silent direct connected head drive.

Fairview, Alta., 36x38x60 ft. of crib, 24 bins, 50,000 bus. capacity. United Grain Growers, Ltd., Calgary, Alta.

High River, Alta., 33x35x65 ft. of crib, 20 bins, 50,000 bus. capacity. United Grain Growers, Ltd., Calgary, Alta. This house is equipped with Westinghouse worm gear head drive on 7½-h.p. motor with Westinghouse motor on the compressor under the driveway.

Holbein, Sask., 30x31x56 ft. of crib, 18 bins, 35,000 bus. capacity. Searle Grain Co., Ltd., Winnipeg, Man.

Hay Lakes, Alta., 30x31x56 ft. of crib, 18 bins, 35,000 bus. capacity. Home Grain Co., Ltd., Winnipeg, Man.

Meanook, Alta., 26x28x50 ft. of crib, 13 bins, 24,000 bus. capacity. Parrish & Heimbecker, Ltd., Winnipeg, Man.

Milo, Alta., 32x33x60 ft. of crib, 18 bins, 40,000 bus. capacity. Home Grain Co., Ltd., Winnipeg, Man.

Nisku, Alta., 32x33x60 ft. of crib, 18 bins, 40,000 bus. capacity. Krause Milling Co., Ltd., Edmonton, Alta. This house is of galvanized iron siding and cedar shingles equipped with Vulcan dump and Fairbanks-Morse scales.

Parkside, Sask., 30x31x56 ft. of crib, 18 bins, 35,000 bus. capacity. Searle Grain Co., Ltd., Winnipeg, Man.

Shonts, Alta., 30x31x56 ft. of crib, 18 bins, 35,000 bus. capacity. Malden Elevator Co., Ltd., Winnipeg, Man.

Smoky Lake, Alta., 30x31x56 ft. of crib, 35,000 bus. capacity, 17 bins. Searle Grain Co., Ltd., Winnipeg, Man.

Mallaig, Alta., 30x31x56 ft. of crib, 18 bins, 35,000 bus. capacity. Searle Grain Co., Ltd., Winnipeg, Man.

Mallaig, Alta., 30x31x56 ft. of crib, 18 bins, 35,000 bus. capacity. Home Grain Co., Ltd., Winnipeg, Man.

Warspite, Alta., 30x31x56 ft. of crib, 18 bins, 35,000 bus. capacity. Searle Grain Co., Ltd., Winnipeg, Man.

St. Michael, Alta., 30x31x56 ft. of crib, 16 bins, 35,000 bus. capacity. N. Bawlf Grain Co., Ltd., Winnipeg, Man.

Waskataneau, Alta., 30x31x56 ft. of crib, 18 bins, 35,000 bus. capacity. Home Grain Co., Ltd., Winnipeg, Man.

Three Hills, Alta., 30x31x56 ft. of crib, 18 bins, 35,000 bus. capacity. Home Grain Co., Ltd., Winnipeg, Man. This house is equipped with 10-h.p. Fairbanks-Morse ventilated motor and Strong-Scott head drive with Fairbanks-Morse compressor unit in the driveway.

Vilna, Alta., 30x31x50 ft. of crib, 15 bins, 30,000 bus. capacity. Home Grain Co., Ltd., Winnipeg, Man.

Huallen, Alta., 30x31x56 ft. of crib, 16 bins, 33,000 bus. capacity. United Grain Growers, Ltd., Calgary, Alta.

Hythe, Alta., 30x31x56 ft. of crib, 16 bins, 33,000 bus. capacity. United Grain Growers, Ltd., Calgary, Alta.

In almost every case we have provided cleaner room over the driveway and hopped 300-bu. bin so as to spout to the cleaner when it is required. In no case have we actually installed cleaners with new construction this year. It would appear, however, that the companies are most certainly planning on installing cleaning equipment of some nature at an early date.

We have installed Fairbanks-Morse ventilated ball bearing motors with Morse chain drive reduction and Fairbanks compressor units in the driveway along with considerable repairing and overhauling at the various points, Lomond, Mazeppa, Rockford, Beisker, Stavely, Champion, Brant, Ensign and Blackie for Home Grain Co., Ltd., Winnipeg, Man.

Some of our contracts have called for 5 long half-hoppered bins on each side of the work floor with 6 full hopper bins overhead, but in 85% of our construction this season we have used 3, 4, and 5 bins on each side, containing full hopper basket bins in each with full delivery basket bins to the hopper scale and bleeder spout provided to draw off the top half of the lower bin.

You will note that we have used metal siding on only one job, and might remark that bevel siding appears to be 99% desirable in western Canada owing to less trouble with the wind lifting sheets. We have used cedar roofs

in 100% and do not know of any other roofing material being used.

We have installed in Champion, Brant, Ensigne and Stavely 12x6 D. P. Superior buckets spaced 10 inches on the leg belt and to obtain maximum speed at these heavy points. We find this equipment with the 10-h.p. head drive to be capable of delivering 3,300 bus. per hour to the cars. Generally speaking, the grain trade in western Canada is building bigger, better and particularly faster handling elevators, and in no case have we used less than 15-h.p. engine and 10-ton scales in the driveway, where 6-ton scales and 10-h.p. engines were the rule three years ago.

The writer has had considerable work along the Willingdon branch this season and may say that there is now built more than 5 elevators every 6 miles commencing at Lloydminster on the Saskatchewan-Alberta boundary and running to Edmonton. The elevators constructed this season on that branch of the C. P. R. indicates a keen competition for sites.

The Alberta Pool will have built nearly 150 new elevators, all of large, fast handling type, this season. The United Grain Growers, approximately 50, and, after careful checkup with other contractors, we believe they have constructed 150 more houses, which makes a total of 350 elevators built in Alberta alone during 1928. We have installed about 15 Strong-Scott air dumps at various points in northern Alberta in addition to the above for various other firms.—C. P. Wilson Construction Co.

COLORADO

The Wyoming holdings of the former Denio-Barr Milling & Grain Co., now known as the F. C. Ayers Milling & Grain Co., of Denver, Col., have been disposed of.

Pueblo, Col.—Jack Frost, Inc., incorporated; capital stock, \$50,000; P. A. Cessna, pres.; to handle grain, coal and feed on a chain store basis in Col., Kan., and Neb.

Stoneham, Colo.—The Nebraska-Colorado Grain Co.'s elevator burned about 1 a. m., Dec. 15. The plant was being operated by the Harris Grain Co. of Sterling and contained about 2 cars of wheat and 1 of barley.

ILLINOIS

New Canton, Ill.—Fred L. Rose, 48, grain dealer, died recently.

Paris, Ill.—I plan installation of a batch feed mixer next spring.—W. E. Wade.

Coles, Ill.—Ed. Morris is rebuilding his elevator that was burned Oct. 23.

St. Francisville, Ill.—Guthridge & Son recently installed a 2,000 lb. batch mixer.

Jerseyville, Ill.—E. Cockrell & Sons have installed a feed grinder in their elevator.

Kempton, Ill.—The Farmers Elvtr. Co. has had a Winter Type W Dump installed by Geo. Saathoff.

Waterman, Ill.—The Wakefield Grain Co. has had a Winter Type W Dump installed by Geo. Saathoff.

St. Peter, Ill.—Mail addressed to Gluesenkamp, Storck & Range has been returned marked, "Out of business."

Mt. Pulaski, Ill.—The Farmers Grain Co. has had the elevator roof covered with red slate roll roofing.

San Jose, Ill.—We are contemplating installing a 10-ton truck scale.—G. Brauer, San Jose Co-operative Co.

Carlinville, Ill.—One side and the roof of the frame warehouse of the Carlinville Grain Co. were burned Dec. 13.

Fithian, Ill.—Chas. Fletcher of Royal has leased Thompson's elevator, which has not been in operation since Mr. Thompson's death.

Knoxville, Ill.—Gottrick Bros. have recently finished giving their elevator a coat of paint.—Wm. Tucker, Lamson Bros. & Co., Minonk.

Allen (San Jose p. o.), Ill.—We are considering installation of a cleaner and an overhead bin.—J. P. Watkins, Allen Farmers Elvtr. Co.

Jerseyville, Ill.—A Western Gyration Cleaner and a G. E. Motor have been installed in the local plant of the Stanard Tilton Milling Co.

Galesburg, Ill.—The Consumers Fuel & Feed Co. has equipped its elevator with a belt driven McMillin Combination Wagon and Truck Dump.

Fairbury, Ill.—We have ordered a Kewanee All-Steel Truck Lift and will have it installed in a few days.—T. D. Karnes, Farmers Grain Co.

Loxa (Mattoon, p. o.), Ill.—We are considering installation of a hammer mill for feed grinding in the spring.—A. J. McComas, Loxa Grain Co.

Maquon, Ill.—The Maquon Farmers Elvtr. Co. has started using its fine new feed house which was completed recently.—Wm. Tucker, Lamson Bros. & Co., Minonk.

Heman (Warrensburg p. o.), Ill.—Our recently installed engine and drag bearings are proving very satisfactory.—Heman Grain Co., R. F. (Ray) McGrath, sec'y, mgr.

Maquon, Ill.—The Maquon Elvtr. Co. has completed its 20x50 ft. storage and feed house east of the elevator. G. H. Walters, mgr., will have charge of the storage room.

Palestine, Ill.—A No. 3 Direct Connected Jay Bee Hammer Mill with 50 h.p. G. E. Motor, and a Western Dump and Drag chain, is being installed by the Prather Elevator.

Athens, Ill.—We have increased our capital stock from \$5,000 to \$15,000 by declaring a 200% stock dividend to our stockholders.—E. C. Jensen, Athens Farmers Elvtr. Co.

Hutsonville, Ill.—We recently installed a Miracle Ace 500-lb. mixer for use in manufacturing mixed feeds and mixing for farmers.—J. A. Boyll, Hutsonville Roller Mills.

Woodson, Ill.—The Farmers Elvtr. Co. will rebuild the elevator which burned a short time ago. The new elevator will be of concrete. Contract has been left to Geo. W. Quick & Sons.

Meredosia, Ill.—At our election Joe McAllister was elected pres., John Wilker, sec'y, N. S. Bushnell, elevator man, and myself mgr.—L. E. Roegge, mgr., Meredosia Farmers Grain Co.

Peoria, Ill.—C. C. Miles, John H. Ball, J. H. McConnell and E. L. Chase have been made directors of the Burlington Elvtr. Co. Its 1,000,000-bu. elevator is being rehabilitated and fully modernized.

Junction, Ill.—We have made quite a change in the capacity of the elevator and intend making further improvements toward the manufacture of high grade feeds.—Gallatin Grain Co., T. Y. Williams.

Roanoke, Ill.—Bert Sharpe, mgr. for the past 10 years of the Roanoke Farmers Co-op. Ass'n, died unexpectedly Sunday morning, Dec. 9, following a heart attack.—Wm. Tucker, Lamson Bros. & Co., Minonk, Ill.

Boody (Decatur p. o.), Ill.—The elevator of the Boody & Blacklands Farmers Co-operative Elevator Co., which burned the 4th of this month, will be rebuilt. The new house will be of fire-proof concrete construction.

Delavan, Ill.—The regular monthly meeting of the grain trade of the Gilman territory was held Dec. 13. There will probably be no meeting in January as it would be too soon after the holidays.—W. E. Culbertson, sec'y.

Coles, Ill.—An elevator will be built here by Ed. Morris to replace the one that burned at the beginning of the corn season. The old site has been cleared and construction work on the new house will begin at an early date.

Bushton, Ill.—The Bushton Elvtr. Co. installed a McMillin Combination Wagon and Truck Dump with extended track to take care of grain dumping into several sinks and are now in position to handle all length trucks and wagons.

Mason City, Ill.—We have equipped our corn house with Hyatt Roller Bearings thruout, and plan to put the same kind of bearings thruout our elevator as rapidly as the old boxes need repair.—W. F. Allison, The Farmers Grain & Coal Co.

Ladd, Ill.—The Armour elevator was sold to a manufacturing company but it is not being used for grain. The only elevator here now is the Ladd Elvtr. Co. (farmers) that figures on building a 20,000 bu. house next spring, most likely of wood, but will be up to the minute in equipment.—A. E. Foster, mgr.

Carmi, Ill.—The main building of the White County Milling Co.'s plant and all machinery were completely destroyed by fire early this month at a loss of about \$75,000. The elevator, warehouses and gas tanks that belonged to the company were saved by firemen. Insurance amounted to \$50,000.

Arnold (Jacksonville p. o.), Ill.—The elevator of the Arnold Co-operative Grain Co. which burned recently as reported in the Nov. 25 number of the Journal, will be rebuilt. The new structure will be of concrete. Geo. W. Quick & Sons have the contract.

Pinkstaf, Ill.—Lewis E. Mast has resigned as manager of the Pinkstaf Co-op. Elvtr. Co., resignation to take effect Dec. 31, which position he has held for 18 months. He will be succeeded by Leo Raymond of Panola, a man of wide elevator experience.

Chestnut, Ill.—Rapid progress is being made on the cribbed and iron-clad elevator being erected by the Downs Grain Co. to replace the house burned some time ago. Completion is expected by Jan. 15. A Winters Type W Dump is being installed by Geo. Saathoff.

Lodemia, Ill.—We are dropping the driveway of our elevator here about four feet and installing a Winter Pneumatic Truck Dump, a 13-inch, 5-ply rubber belt, some new cups, and are making other needed repairs.—S. C. Van Horne, S. C. Van Horne Grain Co.

Sullivan, Ill.—We have just installed a 1,000-lb. batch mixer and are rearranging our feed grinding bins to permit efficient use of this machine in connection with our Jay Bee No. 4 Hammer Mill. A motor will be installed for the mixer. We plan to put in a corn cracker and grader a little later.—W. W. Rose, Rose & McDavid.

San Jose, Ill.—A contract has been let to Geo. Saathoff for construction of a 65,000-bu. elevator with 24 bins and full complement of machinery including two legs and grain cleaning machines, for us here. The foundation and basement is already done and a 10-ton Fairbanks Scale installed. Work will go ahead on the house as soon as it is warm enough in the spring.—Oscar Kelly, Kelly Seed & Hardware Co.

Springfield, Ill.—Springfield Grain Products Co., Inc., now has possession of the old Peerless mill and elevator here. This company was organized by J. E. Armstrong, who became owner of the properties last spring, and he is the pres. and manager. R. W. Hodson is sec'y-treas. The plant is being put in condition for operation and additional milling and feed grinding machinery is being installed to make it modern in every respect.

Peoria, Ill.—At 2:30 p. m. Wednesday, Dec. 19, Sanford N. Cavitt, well-known Illinois traveler for James E. Bennett & Co., more familiarly called "Squire" by his many friends, slipped down to the little church around the corner and ended his days of single-blessedness by entering wedlock with Miss Irma Davey of Peoria. Congratulations have been pouring in by telegraph and letter ever since wishing "Mr. and Mrs. S. N. Cavitt every happiness and long years of wedded bliss."

Palestine, Ill.—We recently installed corn milling machinery, including a corn cracker and grader and a 20-h.p. G. E. Inclosed Motor. We are planning installation of a hammer mill and a batch mixer. Our company has been incorporated and the capital stock increased by \$75,000, due to planned expansion. New sales branches for our own brands of flour and feed and one jobbed brand of feed will soon be started at Paris, Ill., and Bedford and Vincennes, Ind.—Ray Misenhelder, Misenhelder Bros., Inc.

Sparta, Ill.—The Sparta Farmers Grain Co., organized in 1919, dissolved recently, after having sold its elevator to F. Howard Jones. When the company was organized \$16,000 worth of stock was sold, but the erection of the elevator took nearly all this money. Then, the after-the-war depression affected the concern and they were never able to really get ahead. When settlement was made and all debts paid there remained only \$2,848 of the original \$16,000, which only allowed \$17.80 for each share for which the owner paid \$100.

Secor, Ill.—We are considering putting up a small building on the site of our old elevator and fitting it with a feed grinder. One of our elevators was torn down last summer and the lumber and machinery utilized in building an addition to our other house. Our present storage capacity is 80,000 bus. The new addition is of studded construction, iron-clad, and is fitted with a Richardson 8-bu. Automatic Scale and one leg, the shafting and counter-shafting of which turns on Hyatt Roller Bearings. The addition has capacity for 30,000 bus.—Wm. Greiner, Secor Elvtr. Co.

Sullivan, Ill.—We recently took on feed as a side line at our Sullivan elevator and are contemplating improvements which will include installation of another cleaner for sunflower seed, in which this plant does an extensive business, and a hammer mill for feed grinding. A new cob burner will be built at the Bruce station. Sullivan Grain Co., Inc., was organized this fall with J. B. Tabor, pres. and active manager, Wm. Birch, vice-pres., and J. L. McLaughlin, sec'y-treas., and took over the properties of the J. B. Tabor Grain Co. on Oct. 1. P. F. Tabor has been acting in the capacity of manager during the absence of his father who is ill.—Barl Loy, Sullivan Grain Co., Inc.

CHICAGO NOTES.

A membership in the Board of Trade sold for \$33,000 Dec. 13.

The office of the Corn Products Refining Co. was robbed of \$10,000 Nov. 25.

The rate of interest for advances on Bs/L during January has been fixed by the directors of the Board of Trade at 6% per annum.

Charles D. Olsen, associated with the cash grain department of James E. Bennett & Co., was unfortunate in losing his mother by death on Dec. 18.

The proposition to change the rules of the Board of Trade so as to suspend trading in the current month on the 20th was defeated by a 622 to 158 vote.

The following have been nominated by petition for directors of the Board of Trade: P. R. O'Brien, Geo. E. Saunders, L. T. Sayre, M. Necas and W. G. Moorhead.

The following have been nominated for the Board of Governors of the Board of Trade Clearing Corporation: A. W. Mansfield, Jos. Simons, Simon Mayer, E. L. Glaser and John L. Brennan.

Recent applicants for membership in the Board of Trade are Robert M. Morgan, Francis H. Hardy and Harry L. Winters. Applicants for transfer: Harry E. Baxter, Frank E. McDonald and B. H. Ettelson.

Robt. Hull Fleming, 88, an operator on the Board of Trade from 1865 to 1888, died Dec. 23 at the Ambassador Hotel. He was born in Burlington, Vt. He was senior member of the brokerage firm of Fleming & Boyden. He was unmarried.

Arthur W. Cutten, grain operator, has purchased two of the stained glass windows in the old Board of Trade building which is now being wrecked. The 11 other stained glass windows will be salvaged and offered for sale. Mr. Cutten has also asked for the large statues representing Labor and Commerce which stood above the Jackson Blvd. entrance. The large bell that has tolled the opening and closing of trade for 43 years is stored in the basement of the temporary board and will be placed in the new building to resume its duty there.

The Drum and Bugle Corp or the Chicago Board of Trade Post No. 304, American Legion, took the leading role at a Rold Amundsen Memorial Meeting held at Orchestra Hall, Dec. 14, under the auspices of the Geographic Society of Chicago, in conjunction with ten other leading scientific and historic societies, foundations, clubs and leagues. Salutes to the flags of Norway, France, America, etc., as well as a number of other prominent places on the program were capably filled by the Drum and Bugle Corp, whose aim it is to be of service to all, and to build good will for the Board of Trade.

The nomination com'te of the Board of Trade has made the following selections for officers to be voted upon in January: Samuel P. Arnot, pres., renominated; C. V. Essroger, present treas., for treas. and 2d vice pres.; John C. Wood who is 2d vice pres. automatically becomes 1st vice pres. Other nominations are: board of directors: Fred Uhlmann, P. A. Crane, A. W. Mansfield, Geo. H. Tanner, Frank E. Alstrin, and Luther S. Dickey; com'te on appeals, A. B. Lord, K. V. R. Nichol, A. A. Meyer, Frank J. Bittel and B. B. Denniston; com'te on arbitration, H. W. Batterman, Frank Haines, P. A. Copenhaver, Harry S. Klein and W. C. Bliss; nominating com'te, Lester N. Perrin, W. E. Hudson, Chas. H. Requa, T. E. Cunningham and E. H. Bagley.

INDIANA

Monroe, Ind.—The Monroe Grain Co. has installed a 30-h.p. motor.

Bedford, Ind.—The Lemon Milling Co. has installed a J. B. Hammer Mill.

Markle, Ind.—The Markle Elvtr. Co. has installed a 10-ton auto truck scale.

Monroe, Ind.—The Burk Elvtr. Co. is installing a Sidney Vertical Feed Mixer.

Huntington, Ind.—The Huntington Equity Exchange has installed an oat huller.

Tipton, Ind.—The Hobbs Grain Co. is installing a Fairbanks-Morse 10-ton Scale.

Bargersville, Ind.—The Bargersville Grain Co. has installed Sidney elevator equipment.

Geneva, Ind.—The Geneva Mill Supply Co. has installed an oat huller and a mixer.

Elnora, Ind.—The Lemon Milling Co. is protecting its elevator here with lightning rods.

Indianapolis, Ind.—The Indiana Millers Ass'n directors have voted to abandon their organization.

Bentonville, Ind.—The Milton Grain Co. has installed a J. B. Hammer Mill and installed lightning protection.

Claypool, Ind.—Mail addressed to Swinford & Ratcliff Elvtr. Co. has been returned marked, "removed, dissolved."

Nulltown, Ind.—The Uhl-Snyder Milling Co. is completing the installation of a lightning system on its grain elevator.

Francesville, Ind.—The Co-op. Elvtr. Co. has filed re-incorporation papers under the 1925 co-operative marketing act.—W. B. C.

Falmouth, Ind.—Clark & Kirklm have installed a J. B. 3UX Hammer Mill with Dings Electromagnetic Separator at head of feed.

Loogootee, Ind.—The P. M. Walker Milling Co. has installed a Miracle Ace Hammer Mill which is protected against tramp iron by an electromagnetic separator.

Burney, Ind.—Reimann & McCammon are equipping their plant with a McMillin Combination Wagon and Truck Dump which is driven with a 2-h.p. motor and chain drive.

Anderson, Ind.—The Central Indiana R. R. has abandoned its tracks from Anderson to Muncie and from Lebanon to Brazil, but offers to operate from Ladoga to Advance.

Pine Village, Ind.—A building is being erected by Smith & Alexander of Boswell in which they will install a hammer mill type of feed grinder and carry a full line of feeds.

Mt. Vernon, Ind.—Clyde Nesler, an employe of the Fuhrer-Ford Milling Co., was severely injured recently when opening a freight door. The axe became entangled in a rope and hit him on the head.

Indianapolis, Ind.—The 28th annual convention of the Indiana Grain Dealers Ass'n will be held at the Board of Trade here Jan. 24 and 25, 1929. The Board of Trade and the Indianapolis grain dealers will put on a banquet the night of the 24th.

Laurel, Ind.—Clark & Kirklm, who recently took over Wright's elevator, have made several improvements, among them being the rewiring of the plant for electric lights, installing same in rigid iron conduit, and the installing of a J. B. 3UX Hammer Mill.

Terre Haute, Ind.—The large elevator that belonged to the late Paul Kuhn, who operated as the Paul Kuhn Grain Co., has been leased to the Leeson Grain Co. of Buffalo, N. Y., possession to be taken Jan. 1, 1929. This has been idle since Mr. Kuhn died June 1 last.—W. B. C.

Swayzee, Ind.—Mr. Kiefer, of the recently incorporated Swayzee Grain Co., will move his elevator from Rich on the ground formerly occupied by the roller mill. The company will erect another building adjoining the elevator for the grinding and storage of feeds. Mr. Lavenwood is to be manager.

Winslow, Ind.—The flour mills, elevators buildings and grounds of the Winslow Milling Co. were sold by Dr. T. D. McGlasson, receiver, to the First National Bank here for \$5,300, amount of the first mortgage held by the bank, other mortgage holders losing their money. Actual value is \$18,000.—W. B. C.

Huntingburg, Ind.—The Citizens Trust Co., of Jasper, has been appointed receiver for the Wallace Milling Co. upon application of Chas. E. Naney. The company operates flour mills and grain elevators here and at Dale, Ferdinand and Rockport, and exchanges in many smaller towns in southern Indiana.—W. B. C.

Evansville, Ind.—John K. Jennings, head of the Diamond Feed Mills here, has announced he will seek the democratic nomination for mayor of Evansville in the primary next May.—W. B. C.

Wabash, Ind.—Claude I. Bashore, owner and operator of a feed mill at North Manchester, Ind., has been made defendant in two suits filed by residents of North Manchester, living in the vicinity of the mill. They allege that the concern, which is a type known as the hammer mill, makes a great amount of noise and throws out quantities of dust that covers the roofs of the near-by buildings.—W. B. C.

Richmond, Ind.—The Eastern Indiana Elvtr. & Milling Co. was organized and started operations July 1, 1927, and originally consisted of the Richmond Roller Mills & Elvtr., the Hagerstown Grain Co., Hagerstown, and the Boston Grain Co., Boston, Ind. On Jan. 1, 1928, the Hagerstown Grain Co. was sold to John H. Jackson, one of the original incorporators in the above firm. Since then it has been operating with just the two branches, here and at Boston. Nov. 15, the Richmond Feed Milling Co. was organized, took over the flour mill that has been operated by the Richmond Roller Mills and is converting it into a modern feed milling plant. A. A. Curme, Jr., is pres. of both the above named corporations.—Richmond Roller Mills, Thos. E. Bell.

IOWA

Malcom, Ia.—We expect to soon install a huller.—Farmers Elvtr. Co.

Wightman, Ia.—The Hynes Elvtr. Co. has installed a Winter Type W Dump.

Ottumwa, Ia.—The J. H. Wake Co. recently installed a 10-ton auto truck scale.

Edna, Ia.—The Edmonds-Londergan Co. has installed a rope drive, auto truck, scale and dump.

Stratford, Ia.—The Stratford Grain & Supply Co. has installed 2 Winter Universal Elevator Drives.

Archer, Ia.—An 18-ft. auto truck dump and scale have been installed by the Edmonds-Londergan Co.

Paulina, Ia.—The Paulina Farmers Grain & Supply Co. has renewed its charter for another 20 years. Geo. Rohwer is mgr.

Des Moines, Ia.—The Inland Milling Co. will erect 125,000 bus. additional storage, giving it a total grain capacity of 275,000 bus.

Taintor, Ia.—We installed a Gruender Grinder and equipped our elevator with electric motors.—Taintor Co-op. Shipping Ass'n, Earl Longaker, Mgr.

Tennant, Ia.—I bot the elevator here. No one is interested in it but myself. The Farmers Grain & Merc. Co. is out of business.—B. H. Cox.

Orange City, Ia.—The Farmers Mutual Co-op. Ass'n incorporated; capital stock, \$30,000; to deal in all kinds of grain, farm and dairy products, etc.

Onawa, Ia.—The Farmers Elvtr. Co. has renewed articles of incorporation; capital stock, \$40,000; C. G. Oliver, sec'y; to deal in flour, feed, etc.

Mt. Union, Ia.—The Farmers Elvtr. Co. is erecting a 2 story and basement 30x30 structure to house its newly acquired feed grinder and equipment.

Winterset, Ia.—We will likely install a corn and cob crusher. Work is by Williams Construction Co.—M. Young & Co., Inc., M. Young, Jr., sec'y-treas.

Hanna (Luverne p. o.), Ia.—We have just completed installing a 10-ton dump scale and a Strong-Scott Auto Truck Dump.—Kunz Grain Co., Wesley, Ia.

Delaware, Ia.—H. J. Pitcher & Son have dissolved partnership, G. H. Pitcher now owning the elevator here and H. J. Pitcher the business in Earlville.

Earlville, Ia.—H. J. Pitcher & Son have dissolved partnership, H. J. Pitcher now owning the business here and G. H. Pitcher the elevator in Delaware.

Woodbine, Ia.—A mule slipped and fell into a grain bin Dec. 11 at A. E. DeCou's elevator, causing operations to stop until he could be taken out. He landed on his feet and just about fit the bin.

Fontanelle, Ia.—The office we built is a 2 room, tile block building, 18x36 ft., with an 8 ft. porch across one end. It cost about \$2100 and is paid for. We installed a set of truck scales, free from debt.—Farmers Co-op. Co.

Everly, Ia.—Otto Thiel just recently took charge of the Everly Grain Co. relieving Mr. Moeller. This is Mr. Thiel's first experience in the grain business. May it be a happy one. Art Torkelson with Lamson Bros. & Co.

Adel, Ia.—Geo. Conant of the Evans Grain Co. caught his left hand in a belt on a feed grinder recently, injuring it so much that amputation of the 1st finger at the 1st joint was necessary. The 2nd finger was also cut.

Paton, Ia.—Cold weather here is being hailed by the farmers in this locality with delight as it is estimated that from 15 to 20% of the corn is still to be picked. One week of real good weather would complete the task.—A. T.

Beaman, Ia.—Geo. Conley, farm owner, has brought suit against the Beaman Elevtr. Co. to recover \$150 on grain sold to the firm while he lived on the farm. The amount is claimed by virtue of a landlord's lien and this grain was covered by the lease.

Algona, Ia.—Mr. and Mrs. Fred Anderson celebrated their golden wedding anniversary on Saturday evening, Dec. 15. Mr. Anderson is in the coal and grain business here and has been active since 1911. He is well known in this section.—Art Torkelson.

Correctionville, Ia.—A new elevator, which will be known as the Farmers Co-operative Co., will be opened here about Jan. 1st. A stock issue has been floated and it is reported that of the \$15,000 issue they already have subscribers for \$10,000.—Art Torkelson.

Plymouth, Ia.—Chehock & Lantz are arranging to replace their elevator that was burned Dec. 5 at 9:30 a. m. with about 13,000 bus. of corn and oats. Loss was about \$10,000. The new structure will have a grinding room in connection.

Des Moines, Ia.—The Des Moines Elevtr. & Grain Co. has purchased a terminal elevator and 6 acres of land from the Central Service Co. It has been operating the elevator under lease for 4 years. The elevator will be steel clad and additional machinery installed. This will give the company 1,000,000 bus. storage capacity.

Ft. Dodge, Ia.—R. C. Pierce, mgr. of the Beach-Wickham Grain Co., has been transferred to its Chicago office, effective Jan. 1, where he will assist in the supervision of branch offices. Mr. Pierce was formerly connected with the Armour Grain Co. as mgr. of its branch offices at various mid-western points. W. B. Hollister, who has been associated with Mr. Pierce here, will be in charge of this office.—Frank O'Hearn Grain Co., Frank O'Hearn.

Storm Lake, Ia.—C. E. Voyles recently resigned his position as mgr. for the Farmers Elevtr. Co. and was relieved by R. G. Hunt of Brainerd, Minn. Mr. Hunt's career in the grain business started quite a few years ago as mgr. of the Farmers Elevtr. Co. at Pilot Mound; he was then appointed mgr. at the Farmers Elevtr. Co. at Stratford, where he served for 9 years. He has been out of the grain business for the past 3 years. Mr. Voyles, the retiring mgr., has several offers under consideration at present.—Art Torkelson.

SIoux CITY LETTER.

The Annual Grain Exchange Night at the Sioux City Traffic Club was held Dec. 19. Governor-Elect A. J. Weaver of Nebraska spoke.

E. P. Sullivan has been appointed chairman, and E. A. Fields and C. E. McDonald, members of the Grain Com'te of the Grain Exchange.

The first car of grain was unloaded at the J. J. Mullaney elevator on Dec. 10. The remodeled and extended terminal is now fully completed and in operation. John S. Metcalf Co. held the contract.

J. C. ("Jim") Mullaney met with an unfortunate accident on the site of the new plant now in operation for J. J. Mullaney, his father. A workman on the top of the tall terminal dropped a "T" square which pierced Jim's arm, cutting tendons, muscles and veins. Had he not covered his head with the arm that was so painfully injured, the "T" square would have pierced his head. The arm will necessarily be carried in a sling for some time to come.

The Sioux City Grain Exchange held a "Good Fellowship" meeting on Dec. 3, all members dining together in the new Grain Exchange Cafe, followed by a meeting on the Exchange Floor. John Sunberg, professional corn judge, spoke on "Proper Seed for Higher Yields and Grades." Park Respelje also talked. The Com'te in charge of the event included: Wm. Marriott, Bob Swenson, Freeman Bradford, Paul Larson and John Bohn.

KANSAS

Kanorado, Kan.—The Kanorado Co-op. Ass'n has installed a Winter Universal Elevator Drive.

Salina, Kan.—The Western Star Mill Co. is replacing its 2 cylinder engine with a 4 cylinder one.

Neodesha, Kan.—The Rea Patterson Milling Co. is installing additional feed grinding machinery.

Brownell, Kan.—Mail addressed to Brownell Farmers Co-op. has been returned marked, "Dissolved."

Edalgo, Kan.—The elevator and stock of the Robinson-Wyatt Grain Co. were destroyed by fire Dec. 15.

Bloom, Kan.—The Light Grain & Milling Co. has had its elevator repaired by the Southwest Construction Co.

Norton, Kan.—We opened a branch office here with C. H. Carleton in charge.—B. C. Christopher & Co.

Greensburg, Kan.—The elevator of the Light Grain & Milling Co. has been repaired by the Southwest Construction Co.

Brenham, Kan.—Repairing has been done on the elevator of the Light Grain & Milling Co. by the Southwest Construction Co.

Jewell, Kan.—S. I. Green, proprietor of the Jewell Roller Mills, has installed a Winter D. C. Worm Gear Drive in his elevator.

Salina, Kan.—The 1,100,000-bu. concrete elevator recently erected for the Shellabarger Terminal Elevtr. Co. began operations recently.

Leavenworth, Kan.—The Cranston-Liggett Grain & Feed Co. has settled with its creditors, paying the last installment of the 55% agreed to.

Concordia, Kan.—We opened a branch office here with M. L. Huff and Joe Jackson in charge.—B. C. Christopher & Co., Kansas City, Mo.

Talmage, Kan.—The Farmers Elevtr. Co. has completed erection of a modern office. Mr. Steel is mgr.—Jimmie Quinn, Ted Bronson & Co., Salina.

Liberal, Kan.—The Light Grain & Milling Co. has had repairing done in both elevators and additional machinery and motors installed by the Southwest Construction Co.

Hutchinson, Kan.—The 750,000-bu. addition the Security Elevtr. Co. is planning to erect to its terminal elevator on Halstead St. will give that plant 1,850,000 bus. capacity.

LaBette, Kan.—Merton Karns leased the LaBette Grain Co. from Orville Crain as well as the Oswego Mills and will operate both in connection with the Karns Grain Co.

Arkansas City, Kan.—General Mills, Inc., has acquired the Kansas Mill & Elevtr. Co. Andrew Smith, mgr., has resigned and will return to Wichita. His successor will be Kent Barber of Ft. Worth, Tex.

Bellaire, Kan.—I have had my elevator overhauled, sheller and everything is in first class shape, have installed a Fairbanks-Morse Truck Scale weighing 25,000 lbs., and my Fairbanks Engine rebored which makes by old Henry spark plug and coil as good as new.—C. W. Isom.

Dodge City, Kan.—A commercial laboratory, which has been operated in connection with the Board of Trade, has been taken over by the Dodge City Flour Mills to be used as a grain testing laboratory. The company is adding another story to its office building to provide necessary space.

Solomon, Kan.—The 25,000-bu. elevator being erected for the Farmers Union Co-op. Ass'n will probably be completed by the time we go to press. It will replace the one burned last July. The motor is installed in the cupola of the elevator, doing away with the chain driven grain conveyor. C. E. Chase is mgr.—Jimmie Quinn, Ted Bronson Co., Salina.

WICHITA LETTER.

Roger S. Hurd, pres. of the Red Star Milling Co., was elected a member of the Board of Directors of the National Food Bureau Nov. 30.

Jack K. Moore of the traffic dept. of the Wichita Flour Mills, and son of the pres., J. H. Moore, was married Dec. 15 in New York to Miss Noville Mock of Winfield. They will be at home in Wichita after Jan. 1.

W. H. Smith, pres. of the Board of Trade has appointed W. H. McCullough, L. H. Powell and I. H. Blood on a com'te to co-operate with the government in adjusting the method of grading and inspecting wheat in the southwest.

Engineers of the Santa Fe Railroad have laid out the route for the 1,200 ft. lead line that will connect the elevator to be built by the S. P. Wallingford Grain Co. with the tracks of the Wichita Terminal Ass'n. The work is being rushed so work on the elevator can start as soon as possible. The lead track and about 4,000 ft. of other rails to be laid on the site will be owned by the S. P. Wallingford Grain Co.

MARYLAND

Baltimore, Md.—The father of Oscar M. Gibson, vice pres. of C. P. Blackburn & Co., Inc., died Dec. 12.

Baltimore, Md.—The Chamber of Commerce will elect 5 new directors at its 74th annual meeting next month. Blanchard Randall, John J. Frederick, Harry J. Crilley, Capt. Joel M. Cloud and C. Wilmer Watkins were named as the nominating com'te at the meeting of the Directors Dec. 10. They will select 5 nominees for the regular ticket.

MICHIGAN

Minden City, Mich.—Mail addressed to Bad Axe Grain Co. has been returned marked, "out of business."

Kinde, Mich.—The Farmers Elevtr. Co. and the Bad Axe Grain Co. are building elevators to replace those burned Nov. 12.

Hillman, Mich.—Mail addressed to Hillman Farmers Elevator & Marketing Ass'n has been returned marked, "out of business."

Croswell, Mich.—Thieves broke into the elevator of the Snover Grain Co. the night of Dec. 6 and stole 20 bags of beans weighing 100 lbs. each.

MINNESOTA

Steen, Minn.—The Edmonds-Londergan Co. has installed a 20-ton truck scale.

Belle Plaine, Minn.—The O'Brien Elevtr. Co. has installed a Winter Type W Dump.

Sleepy Eye, Minn.—Wm. Hoppenstedt has changed the name of his elevator to the Sleepy Eye Elevator. He is the sole owner.

Battle Lake, Minn.—The Lake Region Flour Mills Co., incorporated; capital stock, \$50,000; incorporators, C. W. McGaffey, P. S. Fishback and E. H. McGaffey.

Janesville, Minn.—The plant of the Commander Larrabee Corporation was damaged by fire, caused by friction of the rope drive on the motor shaft, on Dec. 8.

Pine River, Minn.—The H. C. Ervin Elevtr. Co. has installed a large feed grinder, replacing its old feed mill. It is a 9x18 roller machine operated by a 25-h.p. motor.

Lancaster, Minn.—In addition to installing a Carter-Mayhew Big 3 Cleaner we have made a few minor improvements.—Farmers Co-op. Elevtr. Co., J. O. Fossen, mgr.

Lake City, Minn.—The Hunting Elevtr. Co. is having extensive repairs made, including the installation of a 10 ton Fairbanks Scale and a Strong-Scott Dump, by the T. E. Ibberson Co.

Sleepy Eye, Minn.—The Farmers Elevtr. Co. is having the feed mill rebuilt which will double the capacity. There will be two 22" Attrition Mills installed and other equipment formerly reported. Work is being done by the T. E. Ibberson Co.

MINNEAPOLIS LETTER.

Thos. R. Barrett is representing H. L. Hankinson & Co. in the Chamber of Commerce.

The Archer-Daniels-Midland Co. is preparing to increase its common stock from 350,000 to 750,000 shares.

The Upton Mill & Elvtr. Co. has installed cleaning and separating machinery for handling salvage grains.

L. T. Phelps, formerly associated with his father in E. L. Phelps & Co., is now with the Johnson-Olson Co.

W. J. Russell of the Gregory Jennison Co. and pres. of the Chamber of Commerce, has returned to work after several weeks' illness with pneumonia.

Frank McNally of the Banner Grain Co. will leave the grain business Jan. 1 to join the B. F. Nelson Co., manufacturers of paper and roofing paper.

Frederick B. Wells, of F. H. Peavey & Co., has been appointed a member of the com'te on trading on produce exchanges of the Chamber of Commerce of the United States.

Building permit has been taken out by the Washburn Crosby Co. for erection of the grain tank storage which will supply the units that will be built on the site of the burned "A" mill.

The General Mills, Inc., has acquired all but two of the Kell group of mills, including those at Wichita Falls, Tex., Vernon, Tex., Waco and Amarillo, Tex., Oklahoma City and Perry, Okla., and Arkansas City, Kan.

Thos. B. Wells, 26, son of Frederick B. Wells, vice pres. of F. H. Peavey & Co., died Dec. 4 while on his way home for the holidays from Liberia where he was with the Firestone Rubber interests. Funeral was held here Dec. 10.

MISSOURI

Springfield, Mo.—The 150,000-bu. elevator warehouse of the Tindle Milling Co. was completed about Dec. 1, as expected.

Netherlands (Hayti p. o.), Mo.—The elevator owned by the Isaac T. Cook interests and operated by the Netherlands Land Co. was destroyed by fire Dec. 14. Hay and corn stored in the elevator were also lost. The elevator cost between \$10,000 and \$15,000 to build.—P. J. P.

KANSAS CITY LETTER.

The Arcady Milling Co. is having a grain handling house with a capacity of 30,000 bus. erected.

The Kansas City Grain Club has endorsed the establishment of securities trading by the Board of Trade.

The recommendation of the Board of Directors of the Board of Trade to fix a minimum charge of \$3 a car on seeds and \$5 on mill-feeds was adopted Dec. 10.

Work of excavation has been started for the addition to the Alton elevator. Additional tanks will be completed in time to handle wheat from the new crop. This will make the total capacity 825,000 bus.

When Chas. F. Orthwein, grain exporter, died in 1899 he left 68 acres along the Mississippi and Missouri rivers. Silt borne down by the rivers since has added 32 acres, which were recently sold for \$125,000.

Members of the Board of Trade voted, Dec. 10, to restrict membership to the present number, 216, and abolish the rule permitting sales at \$15,000. Recently 16 have taken advantage of this ruling, so the above measure was found necessary to avoid having too many.

The Board of Trade com'te in charge of plans for the organization of a securities exchange is inspecting the rules and regulations of other exchanges while drafting a set for the use of its exchange. A report is expected in January when drafted plans will be submitted to the directors of the Board of Trade.

Following are the nominations for officers of the Board of Trade for 1929 to be voted on Jan. 8, 1929: J. J. Kraetli, pres. to succeed himself, with N. E. Carpenter, 1st. vice pres. as his opponent; F. A. Theis and C. E. Watkins for 2d vice pres.; directors, six to be elected, W. C. Bagley, C. H. Black, B. C. Christopher, Jr., O. T. Cook, F. L. Ferguson, W. G. Hoover, K. G. Irons, W. W. Marshall, H. A. Merrill, E. C. Merservey, Jr., H. J. Smith, and J. H. Woolbridge; arbitration com'te, five to be elected, P. D. Bartlett, W. W. Fuller, R. A. Kelly, H. E. Poor, L. W. Sanford, John Stark, H. G. Stevenson, F. H. Udell, L. C. Worth and W. B. Young. R. A. Jeanneret, 2d vice pres. automatically becomes 1st vice pres. Nominating com'te consists of, H. C. Gamage, K. G. Irons, C. E. Watkins, C. H. Black and C. M. Hardenbergh.

Lincoln E. Moses, pres. of the Southwest Millers' League, died unexpectedly Dec. 19 while on his way to spend the holidays with his son and daughter in California. He was born in Erie, Pa., 67 years ago. He settled near Great Bend, Kan., in 1872 and later went to Pueblo, Colo. In 1907 he came to Kansas City and becoming interested in milling, purchased control of a flour mill at Great Bend and a line of grain elevators owned by his brothers, C. L. and E. W. Moses. In 1912 he organized the Kansas Flour Mills Co., a consolidation of his company and three others at Enterprise, Pratt, Kingman & Anthony, Kan. He was pres. of the concern until his retirement in 1924 when he moved to Santa Barbara, Cal. In 1914 he became pres. of the Southwestern Millers' League until he retired, which position he again assumed last April.

ST. LOUIS LETTER.

Geo. H. Plant has become an honorary member of the Merchants Exchange. He was pres. in 1907.

The Board of Directors of the Merchants Exchange appointed Chas. E. Vaier, W. C. Seale and Roger P. Annan on a com'te to ascertain the legality and advisability of establishing an associate membership.

Wm. P. Cavanagh of the Cavanagh & Kirby Co., Ottawa, Ill., and Edward H. Wigand, Decatur Grain & Elvtr. Co., Decatur, Ill., have applied for membership in the Merchants Exchange. Price of membership has reached \$942.50.

The Merchants' Exchange is installing protein laboratory equipment to test wheat and flour in room 506 of its building. The laboratory, in charge of J. M. Lugenbeel, chief flour inspector of the Exchange, began operations Dec. 15. Mr. Lugenbeel, who suggested the laboratory, received the support of C. B. Rader, sec'y, and the board of directors. The members approved, by a large majority, and the following com'te was appointed: Louis F. Schultz, chairman, A. V. Imbs and Paul C. Knowlton.

Recent transfer of memberships in the Merchants Exchange are: A. C. Sartorius on transfer from J. E. Muckerman; Elmer A. Schwarz, Schwarz Grain Co., on transfer from L. H. Lloyd; J. C. McCourtney, Stotler Grain Co., Streator, Ill., on transfer from F. J. Oechner; Jas. Leroy Welsh, Butler-Welsh Grain Co., Omaha, Neb., on transfer from H. T. Fowler; E. E. Krueger, Knowlton Grain Co., on transfer from O. A. Talbot; Geo. F. Priester, Reinert Priester Elvtr. Co., on transfer from Adolph Cornell; Chas. L. Leiss, Decatur Grain & Elvtr. Co., Decatur, Ill., on transfer from V. C. Elmore, and E. H. Wigand on transfer from A. E. Mann.

MONTANA

Chapman, Mont.—The International Elvtr. Co. has had a Winter Type L Dump installed by the T. E. Ibberson Construction Co.

Saco, Mont.—The International Elvtr. Co. has had a Winter Type L Dump installed by the T. E. Ibberson Construction Co.

Whitewater, Mont.—The Winter-Truesdell Diercks Co. had a 25,000 bu. elevator and a house for the mgr. erected by the T. E. Ibberson Co.

Loring, Mont.—A 35,000 bu. elevator, a flour house, a coal shed and a dwelling house were erected for the Occident Elvtr. Co. by the T. E. Ibberson Co.

Saco, Mont.—The elevators being built along the Great Northern extension leading out of here are about completed. Work is being done by the T. E. Ibberson Co.

Augusta, Mont.—The Montana Central Elvtr. Co. had dump scale rebuilt, a Strong-Scott Pneumatic Dump installed, driveways reinforced, pits enlarged, and general repairs made, all by T. J. Sollom.

Williams, Mont.—The Montana Central Elvtr. Co. rebuilt scale for truck dump with Strong-Scott Pneumatic Dump, installed longer grates, enlarged the pits, reinforced driveways and made general repairs. T. J. Sollom had the contract.

Conrad, Mont.—The Montana Central Elvtr. Co. installed a 10-ton 8x16 Fairbanks Auto Scale, replaced a Strong-Scott Pneumatic Dump with longer grates, and reinforced driveways and made other general repairs. Work was done by T. J. Sollom.

Ledger, Mont.—The Montana Central Elvtr. Co. installed a 10-ton 8x16 Fairbanks Auto Scale, replaced a Strong-Scott Pneumatic Dump with longer grates, put in new foundations, reinforced driveways, rebuilt manlift, refloored cupola, changed spouting and made general repairs, all work being done by T. J. Sollom.

NEBRASKA

Ingham, Neb.—A truck dump has been installed in Axtell Bros. elevator.

Dale, Neb.—Herman Jungbluth's elevator was recently burned down together with 7,000 bus. of grain.

Parks, Neb.—Mail addressed to Parks Equity Exchange has been returned marked, "Firm out of business."

Crawford, Neb.—The D. J. Toomey Co. is rebuilding the mill that was destroyed by fire recently, at a cost of \$50,000.

Malmö, Neb.—Mail addressed to Harry Johnson, prop., Johnson Elevator, returned marked, "Present address unknown."

Crawford, Neb.—The plant of the White River Flour Mills and 5,000 bus. of wheat burned recently. Loss, about \$50,000.

Hastings, Neb.—We opened a branch office here with Tom Gilbert in charge.—B. C. Christopher & Co., Kansas City, Mo.

Murphy, Neb.—We will close the Taylor elevator here which we just acquired.—O. H. Hasking, mgr., Aurora, Elevator Co.

David City, Neb.—Mail addressed to Harry Johnson, prop., Johnson Elevator, returned marked, "Present address unknown."

Cambridge, Neb.—The Farmers Elvtr. Co. has had a Winter Universal Elevator Drive installed by the W. H. Cramer Construction Co.

Wynot, Neb.—Ross Persinger, agent for J. J. Mullaney, has been sent to Sioux City by the firm. Mr. Sackett of Omaha will succeed him here.

Norfolk, Nebr.—The frame elevator of the Norfolk Grain Corp. was burned recently and some damage was done to the concrete plant. Loss is small.

Midway, (St. Paul p. o.), Neb.—The Warsaw Farmers Union Co-op. Grain Co. has covered the elevator with iron siding and otherwise improved the plant.

Albion, Neb.—B. H. Rempe is mgr. here. He was mgr. at Spaulding but we sold our elevator there and the company brought him here after Mr. Wonderly died.—T. B. Hord Grain Co.

Hooper, Neb.—A gasoline engine exploded in the large elevator on John Miller's farm north of here Nov. 26, destroying the elevator and 9,000 bus. of grain. Insurance was carried only on the elevator and oats. All his corn crop but one day's husking was destroyed.

Paul, Neb.—I succeeded Mr. Peterson as manager of the Farmers Union Co-op. Assn., the first of the year. Mr. Peterson is at Dunbar, Neb., at present. The farmers are building a house for the manager to live in, here at Paul, to be finished by Jan. 1.—James D. Barta.

Omaha, Neb.—The Grain Exchange appointed the following com'te on grain for the coming year: R. J. Southard, J. H. Wright, Jr., I. C. Harden, E. C. Twamley, R. E. Miller, J. A. Linderholm, L. L. Quinby, J. L. Welsh, C. J. Parrott, T. J. Buchanan, H. K. Schafer, and J. A. Cole.

To our many customers and friends:

. . . we can't say a lot in such a small space but we can make a great big warm wish . . . that is

**A Merry Christmas and
A Happy New Year**

from all of us . . . to all of you.

York Foundry & Engine Works
York, Nebr.

Omaha, Neb.—The Grain Exchange has appealed to the Supreme Court from the decision of Judge W. E. Stewart of the Lancaster County district court, which upheld a state law preventing the compulsory exchange inspection and weighing of grain sold thru the Exchange.

NEW ENGLAND

Bridgton, Me.—The New England Grain Co. of Portland bot the plant of the Bridgton Co-op. Co.

Lynn, Mass.—Mail addressed to the Pell Grain Co. has been returned marked, "Moved, left no address."

Boston, Mass.—D. C. White of the J. B. Ham Co., Lewiston, Me., has applied for associate membership in the Grain & Flour Exchange.

Norfolk, Va.—J. M. & T. O. Gwaltney, Jr., Inc., incorporated; capital stock, \$100,000; by J. M. Gwaltney & Co. and T. O. Gwaltney & Co., who merged recently.

Enosburg, Vt.—The St. Albans Grain Co., St. Albans, has bot a storehouse from the W. V. Phelps Co., Inc., to use as a branch house after necessary repairs have been made.

NEW YORK

Rochester, N. Y.—Four employes of the Newman Bros. Grain Co. have been charged with stealing poultry feed from the firm and selling it in nearby towns.

Buffalo, N. Y.—The International Milling Co. will build a 1,000,000-bu. concrete addition to its elevator in the spring. It is now erecting a two-story warehouse 90x150 ft.

Buffalo, N. Y.—Certificate memberships in the Corn Exchange have been awarded to D. A. Southwell of the Consolidated Feed & Grain Co. and to Albert A. Von of the D. E. Newhall Co.

NEW YORK LETTER.

The Seaboard Grain Co. will be represented on the floor of the Produce Exchange by A. Hanson, pres.

The Hanson Produce Co., Ltd., will be represented on the Produce Exchange floor by D. J. O'Keefe, vice pres.

Wm. T. Burke of the Ogilvie Flour Mills Co., Ltd., of Montreal, has applied for associate membership on the Produce Exchange.

M. J. Meehan, J. Clark Dean, Max E. Klee-man and I. W. Pearlman have been posted for membership on the Produce Exchange.

A Publicity Com'te has been appointed for the Produce Exchange consisting of T. R. Van Boskirk, chairman; C. W. Andrus, R. W. Betts and Robt. T. J. Barry.

A. E. Barclay, 78, died Dec. 13 after a week's illness with pneumonia. He was the oldest member of the Produce Exchange actively engaged in the industry.

The firm of Wagner & Winter has been formed to deal in Produce Exchange securities. It consists of, Albert Wagner, Frank H. Winter, Thos. R. Van Boskirk, special; and J. Milton Baker, special.

Harry R. Gordon of the Harry R. Gordon Co., Paul Whitman, of the Abel Whitman Co., Inc., grain brokers, and Wm. Jas. Fee of the Continental Grain Co. have applied for membership in the Maritime Exchange.

The New Year's entertainment usually given for the down town children at the Produce Exchange will not be staged this year on account of the alterations being made on the floor by the starting of securities trading.

John E. Seaver, flour broker, is now treas. of the Produce Exchange, succeeding Walter B. Pollock, who held the place several years. Samuel Knighton has been appointed chairman of the flour com'te and the admissions com'te.

The Ass'n of Cash Grain Brokers has been formed in New York to co-ordinate equitable principles governing cash grain brokerage trades. J. A. Ludlow is pres.; H. G. Graff, vice pres.; Wm. Knight, treas., and L. C. Isbister, sec'y.

The Produce Exchange Bowling League will hold its 3d annual show and dance March 15 in the Grand Ballroom of the Waldorf Astoria Hotel. As usual, only members of the Exchange will be in the cast. H. F. Brederson is chairman of the com'te.

Harry M. Engel will become a general partner in Hyman & Co. on Jan. 1.

The Produce Exchange opened its department for trading in securities Dec. 19, first purchase being made by John Willard Craig of the Atlantic Seaboard Flour Mills Co., Philadelphia, Pa. Chas. E. Grim, flour exporter, now dealing in securities, made a purchase of McFadden Publications, Inc., for him. Aggregate transactions are running 12,000 to 20,000 shares per day.

A membership in the Produce Exchange was the subject of a suit by the Upper Hudson Rye Flour Mills against the Boutwell Milling & Grain Co., the property of which had been purchased. The defense was that the membership was the personal property of Hugh Galbraith, pres. of the Boutwell Co., but in the Rensselaer County Superior Court a jury decided in favor of the plaintiff, the principal owner of which is Jos. Moskowitz.

NORTH DAKOTA

Cooperstown, N. D.—W. E. Chamley has moved to Hannaford.

Glenfield, N. D.—The Minnekota Elvtr. Co. had repairs made on its elevator this fall by the T. E. Ibberson Co.

Hebron, N. D.—The Farmers Union Elvtr. Co. will build a 60,000-bu. elevator with 21 bins and elevating capacity of 4,000 bus. per hour to replace its elevator burned Nov. 21.

Fife, N. D.—The elevator belonging to the Fife Elvtr. Co., together with 7,000 bus. of wheat, 3,000 bus. of barley and several hundred bus. of other grains, was destroyed by fire recently. Loss was partly covered by insurance.

Minot, N. D.—The Minot Farmers Co-op. Elvtr. Co. had repairs made on its elevator and considerable equipment was installed this fall, including a 2,250-bu. Richardson Automatic Scale, all work being done by the T. E. Ibberson Co.

Carrington, N. D.—The Wheat Pool have no elevator here and we have never heard of S. K. Lillethum. The 3 elevators here are, Farmers Independent Elvtr. Co., Osborn, McMillan Elvtr. Co., and the Carrington Grain Co.—Farmers Independent Elvtr. Co., M. F. Walsh, mgr.

Hebron, N. D.—The Farmers Union Elvtr. Co. plans replacing the elevator burned Nov. 21 with one of wood with iron clad walls with a capacity of 60,000 bus. There will be 21 bins and the plant will have an elevating capacity of 4,000 bus. of grain per hour. A 32x40 warehouse and a 20x32 office will also be erected with compartments to take care of a feed and seed business. It will probably be ready to receive grain by Feb. 1.

Great Bend, N. D.—The plant of the Farmers Mill & Elvtr. Co. is nearing completion and will be ready to handle grain by the end of the month. The house is 30,000 bus. capacity, metal clad with 2 elevator legs equipped with enclosed motors driving thru Winter Universal, d. c. Worm Gear Head Drives. The elevator is equipped with a Richardson Automatic Scale, Disc Cleaner, a Fairbanks 10-ton Truck Scale, a Winter Type W Dump and 2 Winter Full Floating Boot Pulleys, Timken Anti-friction Roller Bearings equipped. The Hickok Construction Co. designed and built the building and installed the machinery.

OHIO

Archbold, O.—Aungst Bros. installed a sheller furnished by the Sidney Grain Machinery Co.

Pleasant Hill, O.—J. G. Myers, former grain dealer, 74, died recently after an illness of 3 weeks.

Metamora, O.—A son was born to the wife of Sam Rice, mgr. of the Metamora Elvtr. Co., Dec. 15.

Louisville, O.—Mail addressed to E. O. Engle, prop., Revere Flour Mills, returned marked, "Out of business."

Ada, O.—The Ernsberger Milling Co. is installing Sidney Roller Bearing Sheller and Revolving Screen Corn Cleaner.

Toledo, O.—Kenton D. Keilholtz, of Southworth & Co. has been elected a director of the Lumberman's Saving Ass'n.

Upper Sandusky, O.—The U. S. Commission Co. is installing a 30-h.p. motor, a Sidney Feeder and other equipment.

Cincinnati, O.—The eleventh annual meeting of the Cincinnati Board of Trade was held at the Hotel Sinton on Dec. 20.

Grelton, O.—The Farmers Grain & Seed Co. is installing a Sidney Magnetic Metal Catcher in connection with its hammer mill.

Malinta, O.—The Malinta Elvtr. Co. has purchased a hammer mill and other equipment from the Sidney Grain Machinery Co.

Metamora, O.—Sam Rice, mgr. of the Metamora Elvtr. Co., became the daddy of a baby boy recently. Mr. Rice is former pres. of the Ohio Grain Dealers' Assn.

Mansfield, O.—T. J. Hanley, pres. of the Hanley Milling Co., has retired, leaving the plant here in charge of his daughter, Veronica and his sons, Ambrose and J. O. Hanley.

Jackson, O.—The concrete and brick plant being erected for the Peters Milling Co. to replace the mill burned a few years ago, is about completed. It will have a daily capacity of 150 bbls.

Coshocton, O.—The plant of the Hanley Milling Co. here has been sold to the Coshocton Milling Co., a new concern of Indiana and Cleveland interests. Chas. E. Oliver of Warsaw, pres., will be in charge. Mr. Hanley has retired.

Cincinnati, O.—After serving three and a half years as president of the Board of Trade, A. M. Braun was presented with a testimonial. The presentation of a Telechron Electric Clock and Desk Set was made by Chas. W. Schmidt.—D. J. Schuh, executive sec'y.

Toledo, O.—The Produce Exchange kept up its usual custom of having a pre-Christmas jollification. On the 24th, from 1 to 2:15 p. m., the bulls and bears got together and with banjos, guitars, saxophones, harmonicas and varying degrees of voices proceeded to make merry.

Cincinnati, O.—Directors elected at the eleventh annual meeting of the Cincinnati Board of Trade held Dec. 20 are: Ralph H. Brown, Robert Lee Early, Henry Nagel, Fred W. Scholl and Elmer H. Heile. The Board of Directors will meet and organize on Dec. 27.—D. J. Schuh, Executive Sec'y.

The Ohio Grain Dealers Ass'n finished up the year with 57 new members' names added to the rolls since the meeting in June. The competitive list shows the following: Smith, 9; Maurice Maney, 6; Edgar Thierwechter, Joe Doering, Joe Streicher and Louie Schuster, each with 4, and Phil Sayles with 3 new members to his credit.—W. W. Cummings, sec'y, Toledo.

OKLAHOMA

Marland, Okla.—The Farmers Trading Ass'n will erect a grain elevator.

Perry, Okla.—The Perry Mill & Elvtr. Co. has merged with the General Mills, Inc.

Oklahoma City, Okla.—Wm. T. McCadden, feed and grain man, died early this month.

Oklahoma City, Okla.—The Oklahoma City Mill & Elvtr. Co. has been acquired by the General Mills, Inc.

Elk City, Okla.—D. A. Mayer and H. L. Riggsbee of Cordell are remodeling a building to house a grain mill.

Hillsdale, Okla.—The Hillsdale Equity Exchange had a Winter Head Drive installed by the Star Engineering Co.

Collinsville, Okla.—The Holloway-Grover Grain Co.'s hay barn burned recently at a loss of \$2,400, fully covered by insurance.

Dewey, Okla.—The elevator of the Dewey Mill & Elvtr. Co. was destroyed by fire recently with a loss of \$30,000, not insured.

Oklahoma City, Okla.—A shippers' guide is being compiled by the Chamber of Commerce giving complete data on dispatching exports.

Kingfisher, Okla.—Fred Lankard, mgr. of the Kingfisher Mill & Elvtr. Co. is recovering from his recent illness, but is not able to return to work yet.

El Reno, Okla.—Henry A. Marquardt is suing the Canadian Mill & Elvtr. Co. for \$25,000 damages on account of injuries received Oct. 9 while in its employ.

El Reno, Okla.—General Mills, Inc., has acquired the El Reno Mill & Elvtr. Co. with its daily capacity of 1,100 bbls. of flour and storage capacity of 900,000 bus. of grain.

Oklahoma City, Okla.—T. C. Thatcher, vice-pres. and general mgr. of the Oklahoma City Mill & Elevtr. Co., has been made a member of the budget and finance com'te of the Chamber of Commerce.

PACIFIC NORTHWEST

Portland, Ore.—The local office of the Ryer Grain Co. has been closed.

Coeur D'Alene, Ida.—The Duthie Co. has sold its stock and goodwill to Albert H. Knudson.

Elberton, Wash.—Mail addressed to the Elberton Milling & Power Co. has been returned marked, "Out of business."

Molson, Wash.—Mail addressed to Tonasket Warehouse & Milling Co. has been returned marked, "Moved, left no address."

St. John, Wash.—The Empire Warehouse Co. has been formed by the Inland Empire Milling Co. to receive wheat for storage.

Everett, Wash.—The Certified Feed Co., incorporated; capital stock, \$10,000; incorporators, Walter F. Meier and Lowden Sammis; to buy and sell hay and grain and manufacture feed.

The members of the com'te appointed by the Seattle and Portland Exchanges to arrange stricter regulations with established brokerage fees, tighter trade rules between members and general trade ethics, have failed to come to an agreement, leaving matters as they were.

Seattle, Wash.—The Merchants' Exchange will erect an 18 story, \$3,500,000 exchange building. Affiliated organizations, such as the Seattle Grain Exchange, Stock Exchange, Produce Exchange and Clearing House will also occupy the building, all of whom will have very fine headquarters. Offices will be rented by grain men and others to whom it will be a convenience. The Exchange will have a 20-year lease with the holding company.

PENNSYLVANIA

Altoona, Pa.—Adler Bros. feed warehouse was burned recently; loss, \$2,037.95.

Grampan, Pa.—The Keiser Feed Co. is installing Sidney elevator equipment.

Erie, Pa.—Wm. Friehofer of the Friehofer Bakeries plans to erect a flour mill.

Philadelphia, Pa.—The com'te appointed to investigate the possibilities of including unlisted securities on the Commercial Exchange reported favorably but no definite steps have been taken as yet. Demand for memberships has increased, prices advancing from \$1,000 to \$2,500.

Philadelphia, Pa.—The following com'te has been appointed by the Commercial Exchange to study the possibilities of establishing a market for unlisted securities: Stewart Unkles, C. H. Bell, Morris Miller, F. H. Hagar, Robt. Morris and Wm. B. Stites. Membership prices have advanced from \$50 to \$1,500.

Philadelphia, Pa.—The Commercial Exchange elected the following members Dec. 14: A. H. Olton, Chas. E. Pancoast, Metcalf Bros., grain shippers; Stewart R. Unkles, son of Stewart Unkles, local mgr. of the Hecker-Jones-Jewell Milling Co.; and Albert L. Hood, Ezekiel Dunwoody & Co., an old member of the exchange who is taking out an additional individual membership.

SOUTH DAKOTA

Fulton, S. D.—The Farmers Elevtr. Co. has installed Winter Head Drive.

Sisseton, S. D.—The Farmers Co-op. Society has installed an Emerson Cleaner.

Fulton, S. D.—The Fulton Farmers Elevtr. Co. has installed a Winters Head Drive.

Beaver Creek, S. D.—The Beaver Creek Farmers Elevtr. is putting in a Diamond Huller Attrition Mill.

Winfred, S. D.—The Winfred Farmers Elevtr. Co. has installed an enclosed motor.—P. L. Brown, Doland.

Freeman, S. D.—The Farmers' Grain & Stock Co. has installed a Winter D. C. Timken Equipped Head Drive.

Baltic, S. D.—The Baltic Farmers Elevtr. Co. just installed a new Diamond Huller Attrition Mill.—Ed. Paulson, Watertown.

Wagner, S. D.—The Wagner Grain Co.'s elevator was sold to a large feeder of the nearby territory, named Mr. Babcock.—P. L. Brown.

Tydall, S. D.—The Consumers Grain & Supply Co. moved its north elevator on the south side of its south elevator, joined and remodeled the two.—P. L. Brown, Doland, S. D.

Akaska, S. D.—The Akaska Equity Exchange just put in a Strong-Scott Head Drive equipped with anti-friction bearings, and a 5-h.p. enclosed motor.—P. L. Brown, Doland.

Dell Rapids, S. D.—The mill and machinery owned by W. G. Milne were burned Dec. 19. Fire was caused by an overheated stovepipe. The entire loss is covered by insurance.

Newark, S. D.—The Atlas Elevtr. Co. has had a 10-ton Fairbanks Scale and a Strong-Scott Air Dump installed by the T. E. Ibberson Co., using a Fairbanks-Morse Inclosed Motor for power.

Marion, S. D.—The Farmers Co-op. Ass'n installed two Fairbanks totally enclosed Motors and installed a Strong-Scott Head Drive and equipped head with Hyatt Anti-friction Bearings.

Randolph, S. D.—The Farmers Union Grain Co. made many improvements and repairs this fall and installed a Strong-Scott Dump and a 10-ton Fairbanks Scale, the T. E. Ibberson Co. doing the work.

Lake City, S. D.—The Great Western Grain Co. is having a feed mill building erected by the T. E. Ibberson Co. Motor equipment, Hinckley Head Drive and an Emerson Cleaner are being installed.

Selby, S. D.—The Selby Equity Union Exchange is now being managed by Mr. Hoven, who has succeeded the late Mr. Campbell. Mr. Hoven was formerly assistant and for the last four years was county auditor.—Ed. Paulson.

Dallas, S. Dak.—Christ Christianson who has been manager here for a local elevator company for the past three years has resigned his position to go farming. Bert Kingsbury, who was assistant to him, succeeds him as manager.—Art Torkelson, with Lamson Bros. & Co.

Leola, S. D.—From here to Mound City, S. D., a farmer-owned railroad connecting with the St. Louis at Leola, is now under construction, with 17 miles of track already laid. The total distance is some 30 miles. Four elevators are to be erected.—Fred Holtby, T. E. Ibberson Co., Minneapolis, Minn.

Irene, S. D.—A hammer mill had just been installed and an addition built to the mill belonging to the Riley & Arneson Co. when their elevator burned, Nov. 25. Some of the 20,000 bus. of oats, 1,800 bus. of corn and 1,000 bus. of barley were saved by firemen. The loss was covered by insurance.

SOUTHEAST

Lexington, Ky.—Cal T. Roszell, feed and grain dealer, shot himself accidentally on Nov. 28 while loading a pistol to shoot rats in the yard.

Valdosta, Ga.—J. R. Dasher has purchased the plant of the Valdosta Mill & Elevtr. Co., which has been closed for several years, and will reopen it.

Shreveport, La.—Chas. Dennis Kalmbach, 64, pres. of the Kalmbach-Burckett Co., Inc., died Dec. 8 from the effects of a major operation. The company will continue in business.

TENNESSEE

Memphis, Tenn.—At its 4th annual meeting, Dec. 15, the Memphis Grain & Hay Ass'n chose the following officers for the coming year: pres., H. C. Mills, vice pres., A. W. Bosworth, secretary, Jas. B. McGinnis; and directors, J. H. Bray, Ferd Heckle, M. G. Odeneal and Lee D. Jones.

Memphis, Tenn.—A. F. Owen, vice pres. of the Cargill Commission Co., Ralph Bruce of the Archer-Daniels-Midland Co., Harry A. Fel-tus of F. H. Peaney & Co., and James Gould of the Sheffield Elevtr. Co., all of Minneapolis, were here recently to inspect the site of the proposed 1,250,000 bu. municipal terminal elevator.

Memphis, Tenn.—A \$1,500,000 bond issue has been proposed by John B. Edgar for the construction of the proposed grain elevator, the bonds to be issued by the City of Memphis and to be a direct obligation of the elevator property and amortization of the bonds. A friendly suit is on file to establish the legality of such security.

TEXAS

Crosbyton, Tex.—O. E. Meadows, grain dealer, died recently.

Waco, Tex.—The Waco Mill & Elevtr. Co. has merged with the General Mills, Inc.

Vernon, Tex.—The Kell Milling Co. has been acquired by the General Mills, Inc.

Vernon, Tex.—The Kell Mill & Elevtr. Co. has been acquired by General Mills, Inc.

Amarillo, Tex.—The Great West Mill & Elevtr. Co. has merged with the General Mills, Inc.

Wichita Falls, Tex.—The Wichita Mill & Elevtr. Co. has merged with the General Mills, Inc.

Temple, Tex.—Mail addressed to the Temple Milling & Elevtr. Co. has been returned marked, "Out of business."

Farwell, Tex.—A Winter Head Drive has been installed by the Star Engineering Co. in an elevator here recently.

Plainview, Tex.—H. L. Halbert has had a Winter Universal Elevator Drive installed in his elevator by the A. F. Roberts Construction Co.

Wichita Falls, Tex.—Frank Kell of the Kell line of elevators is chairman of the com'te to study plans of raising at least \$1,500,000 to establish a college here.

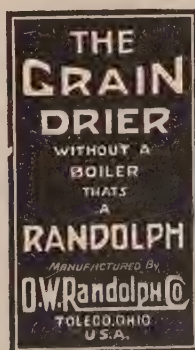
Fort Worth, Tex.—The Kimbell Milling Co. has contracted for the erection of 500,000 bus. additional storage, which will give it a total capacity of 1,725,000 bus.

Plainview, Tex.—Damages to the amount of \$300 have been awarded the Farmers Elevtr. Co. from the Denver Railroad Co. for constructing a track thru the company's property.

Austin, Tex.—The opening session of the conference of state weights and measures inspectors, held recently, was addressed by H. B. Dorsey, pres. of the Texas Grain Dealers Ass'n.

Amarillo, Tex.—The Central Grain & Elevtr. Co. chartered and licensed to do business in the state; capital stock, \$60,000; incorporators, Julius Schepps, George Schepps and H. Nathanson. It expects to have its elevator completed by Jan. 1, as anticipated.

[Grain Trade News concluded on page 803]



Elgin Flour & Feed Co., Elgin, Ill.

This plant is equipped with a Randolph Direct Heat Grain Drier

Grain Carriers

SURPLUS BOX CARS in repair on Dec. 8, numbered 115,927, an increase of 11,655 over the previous week.

THE MELBOURNE LONGSHOREMEN STRIKE is about broken. Australian shipping has been crippled the past six months as a result.

THE MILWAUKEE HARBOR is to be improved, some \$610,000 being asked for this work by Maj. Gen. Jadwin, as well as \$20,000 for maintenance.

THE 12C GRAIN EXPORT RATE from St. Louis to New Orleans, routing to Cairo and thence via barge, is to stand, according to a decision of the I. C. C.

TWO NEW CAR FERRIES to ply between Milwaukee-Manitowoc, Wis., and Ludington, Mich., to be among the fastest bottoms afloat, have been ordered by the Pere Marquette R. R.

EXPORT GRAIN RATES from the American northwest were considered high enough in the report of the Interstate Commerce Commission to the Senate, and any lowering thereof branded as unwarranted.

LAKE GRAIN TRAFFIC this year established a new high record of 278,780,000 bushels (all grains) against 193,000,000 last season. Insurance was unobtainable after Dec. 12, on which date navigation closed.

SHIPPERS REGIONAL ADVISORY BOARD meetings include the Mid-West at Chicago, Jan. 3; Great Lakes at Detroit, Jan. 17; Atlantic States at New York City, Jan. 18, and Northwest at Minneapolis, Jan. 29.

A NEW GRAIN FLEET is to be placed in operation next year by the Canadian Terminal System. The company controls two elevators of 3,000,000 bushels capacity, now under construction at Collingwood and Meaford.

BARGE LINE relations with the rail carriers are to be adjusted by a com'te of the American Railway Ass'n specially appointed to confer with representatives of the barge line to settle all moot points without recourse to litigation.

HEARINGS on a bill for the regulation of motor vehicle traffic by the Interstate Commerce Com'te of the House of Representatives and the Senate, which is probable for the near future, is greeted with enthusiasm by railroad men.

CUMULATIVE LOADINGS of grain and grain products for the first 48 weeks of the past five years show 1928 to be second in tonnage, to wit: 2,322,545 in 1928; 2,308,570 in 1927; 2,198,405 in 1926; 2,100,069 in 1925, and 2,383,369 in 1924.

THE FREIGHTER MAQUILLA, carrying a mixed cargo of grain to the old country, was abandoned and went down in the North Pacific Ocean recently with a loss of \$1,000,000. Wheat was valued at \$400,000. The owner resides in London, Eng.

THE REPORT of the Car Service Division of the American Railway Ass'n in emphasizing the continually bettered service rendered, point out "that the revolutionary effect of the harvester-combine on the marketing of wheat is reflected by the fact that in 1920 the receipts during July at Kansas City, the principal Southwestern market, amounted to only 7.72 per cent of the total for that crop year, while in 1926 the receipts in the same month amounted to 33.22 per cent of the total for the crop year. It is a fact that today, under the present system of marketing, the railroads are being called upon to move in 60 to 90 days as large a proportion of the crop as was formerly moved in six months or more."

SUFFICIENT VESSEL FACILITIES are now being allotted to Gulf Ports to accommodate the grain movement, which is usually at its peak at this time of the year. A full wheat cargo, the first in several seasons, recently started for Constantinople.

A FARMER-OWNED RAILROAD is now under construction from Leola to Mound City, S. D., a distance of 30 miles, connecting with the St. L at Leola. The road, of which 17 miles of track are already laid, brings transportation facilities to a rich agricultural section.

VANCOUVER shipped the first full cargo of wheat to India in her history recently. The shipment consisted of 7,700 tons No. 3 Northern Manitoba, and was chartered by L. Dreyfus & Co. Destination was Calcutta. A second full cargo is being loaded on the S. S. Shakespeare.

A NEW EXPORT RATE on grain thru New Orleans will become effective Jan. 12 on the Wabash from Jacksonville, Ill., east to the state line on the Springfield division, and from Litchfield, Ill., north as far as Mansfield on the Litchfield division, provided same is not suspended in the meantime.

A 1,000 PAGE BRIEF is in the course of being prepared by W. R. Scott, sec'y and transportation commissioner of the Kansas City Board of Trade, for presentation to the I. C. C. in Docket 17,000. Kansas City will also vigorously protest any change from the practice of breaking rates over markets.

THE SHIPPING BOARD sold 45 vessels of the government's war-time merchant fleet to a Baltimore, Md., concern, who will scrap them within the coming 18 months. The price paid was \$423,600. Some 450 ships remain in the Board's idle fleet. Sale of these vessels was open to competitive bidding.

THE NEBRASKA RAILWAY COMMISSION has authorized the Burlington R. R. Co. to amend its milling-in-transit rule to permit transit privileges on grain handled thru the transit points without being unloaded; also to amend its tariff so that grain originating at Omaha or Sioux City, or connecting lines beyond, may be milled-in-transit at Hastings when destined beyond, directly intermediate, without extra charge, conditioned in part to the end that when destined to stations north and west of Aurora, the Hastings milling-in-transit privilege will be charged for at the rate of 2½c cwt.

PROPORTIONAL EXPORT RATES on grain and products becomes effective on the Midland-Valley R. R. to New Orleans on Jan. 10. Heretofore rates over this line from Wichita, Kan., have limited movements to Galveston, Houston and Texas City, Tex. The new rate provides for the shipping of wheat from its original elevator point to Wichita or Arkansas City Mills on any rail line, where it is then milled-in-transit and shipped on this proportional rate to the Gulf. Larger roads tributary to Wichita have taken up with the Supreme Court a protest to allowing connecting lines to participate in the rate.

THE WESTERN TERMINAL GRAIN MARKETS Traffic Com'te met at the Kansas City Board of Trade on Dec. 21 in the interests of a better understanding and relationship between markets in the matter of grain rates. The filing of a joint-brief in Docket 17,000, the Hoch-Smith general investigation of grain and grain products rates was discussed. Those other markets attending were: Chicago, Milwaukee, Minneapolis, Duluth, Peoria, Sioux City, Omaha, St. Joseph and Atchison. The fundamental method of making rates was unanimously endorsed, and a proposed brief to be filed with the Interstate Commerce Commission by Dec. 31 was subscribed to. W. R. Scott, sec'y and traffic commissioner of the Kansas City Board of Trade presided.

CARS loaded with grain and grain products during the week ending Dec. 1, totaled 53,570, an increase of 3,630 cars above the same week of last year and 5,194 cars above the corresponding week of 1926. Cars loaded the previous four weeks totaled 54,739 for Nov. 24; 52,809 for Nov. 17; 49,356 for Nov. 10, and 52,652 for Nov. 3.

Cincinnati-Kentucky Rate Reduction Decision Before Commission.

The efforts of the Louisville & Nashville Railroad Co. to reduce rates on grain and grain products from Cincinnati to certain Kentucky points are in process. At this time the matter is informally before the Interstate Commerce Commission.—D. J. Schuh, executive sec'y, Cincinnati Board of Trade.

Baltimore Seeks Further Rate Differential.

Final arguments on Docket No. 18715, concerned with the rate differentials on export commodities including grain, to equalize movement of such commodities thru New York, Baltimore and Philadelphia, were made before the Interstate Commerce Commission on Dec. 12.

William A. Glasgow, Jr., representing the Commercial Exchange of Philadelphia, confining himself principally to the rates on grain, declared that charges for line haul and terminal services at New York should be separately stated, an arrangement which now exists at Philadelphia and Baltimore. Use of this system he believed would remove the discrimination between New York and the cities of Baltimore and Philadelphia without injury to the shipping interests of New York. Mr. Glasgow admitted the advantages of the terminal services in the New York harbor, but he said the receivers of these services should bear the costs, whereas at present New York shippers receive those services, but the railroads bear the costs and distribute them over the entire traffic system.

Under the arrangement proposed by Mr. Glasgow the rate on grain from Chicago to New York, which is now 22½ cents, would be divided into 16½ cents for line haul and 6 cents for terminal charges. The rate to Philadelphia for line haul would be 15½ cents, giving a 1-cent differential under New York, and the terminal charge would be 4 cents, which would make the total 19½ cents. The line haul charge to Baltimore would be 15 cents plus terminal charges commensurate with terminal costs.

R. Granville Curry, representing the Philadelphia Bourse, presented arguments to show Philadelphia is entitled to the same increase in differentials under New York as Baltimore, and sustained the argument that New York has an unreasonable advantage over both these ports.

B. W. Warren, representing the Maritime Ass'n of the Boston Chamber of Commerce, said that Baltimore now has a 3 cent differential and Philadelphia has a 2 cent differential under Boston. Acceptance by the Commission of the proposed additional differentials under New York would double Boston's disadvantage, unless the lower accessorial costs at Boston are considered and the port be granted a 1 cent differential under New York.

Wilbur LaRoe, Jr., representing the Port of New York Authority, retaliated with a declaration to the effect that acceptance of the conclusions of the examiner and adherence to the demands of opposing ports would compel the Commission to hold that terminal costs are a factor in rate making, which is unprecedented by any previous case. He further presented statistics to show that terminal costs for handling grain are higher at Baltimore than at New York.

Seaboard Free Storage Schedules Suspended.

By order of the Interstate Commerce Commission on Dec. 10, I. & S. Docket No. 3209, proposing to establish free storage of grain for export at Baltimore, Md., New York, N. Y., and Philadelphia, Pa., for an extended period, in lieu of present storage charges of 1/25 cent per bushel per day, was suspended to July 11, 1929, the schedules in question having been published in the following joint tariffs of the Pennsylvania R. R. Co. and West Jersey & Seashore R. R. Co.: Suppl. No. 17 to G. O.-I. C. C. 14322; Suppl. No. 6 to G. O.-I. C. C. 14640; G. O.-I. C. C. 14893.

Grain Importer Forced Shipowner to Settle.

The consignee of a cargo of wheat shipped from Vancouver, B. C., to Leixoes, who found some damaged grain in the hold, forced the shipowner and his insurance company, the West of England Shipowners Protection & Indemnity Ass'n to pay \$10,000 damages by refusing to proceed with the unloading.

The shipowners wrote the Ass'n that "as soon as the merchants discovered that there was some damaged grain in the hold they declined to proceed with the discharge unless we paid forthwith the amount demanded. When we declined to do this, pending some information and enquiry as to the amount of the damage, they threatened to get the courts to intervene by appointing an official surveyor, which would have meant further serious delay and almost certainly a ruling in favor of the merchants."

China will permit importation of cereals and flour in bulk duty-free, a 7½ per cent ad valorem levy being the only assessment, after Feb. 1.

I. C. C. Activities.

In 20522, *Ruper Milling Co. v. Oregon Short Line R. R. Co.*, et al, the commission decided the rate on alfalfa meal from Rupert, Ida., to Portland, Albina, and East Portland, Ore., was not unreasonable or otherwise unlawful, and dismissed the complaint.

In 20265, *Gateway Hay Co. v. Mo. & N. Ark. R. R.* the Commission has ordered a revision of rates on grain and products from points in Oklahoma to Arkansas not later than Jan. 30. The existing rates are held unreasonable to the extent that they exceed those prescribed by the Oklahoma Corporation Commission.

Los Angeles, Calif.—The Globe Grain & Mfg. Co. et al. v. Santa Fe, South Pacific, Union Pacific, and the Pacific Electric at a hearing

before Examiner Flynn of the I. C. C. and Examiner Geary of the State Railroad Commission, protested against the \$2.70 switching rates charged. Competitors are not required to pay this charge, it is alleged.

In 19106, *Beaman Elevator Co. v. Union Pacific Commissioner Eastman* says that altho the fact a shipper signed the B/L is presumptive evidence that the shipper designated the routing therein, it may be rebutted by proof that the shipments were misrouted by carrier's agent to the damage of shipper. The oats moved from Beaman, Ia., to St. Louis.

The Southern Kansas Millers Club has petitioned for suspension of recently increased grain and grain products rates between certain points in Kansas and Oklahoma on Rock Island lines south of Caldwell and Anthony, also between Herington, Kan., and Liberal, Kan. The millers claim these new rates are from one to seven cents in excess of the prescribed increase.

In I. & S. 3209, *Pennsylvania R. R. Co.*, and *West Jersey & Seaboard R. R. Co.*, the I. C. C. ordered Supplements Nos. 17 to G. O.-I. C. C. 14322, and No. 6 to G. O.-I. C. C. 14640, and G. O.-I. C. C. 14893, which proposed to establish provisions for free storage of grain for export at Baltimore, New York and Philadelphia, for an extended period in lieu of present storage charges, suspended to July 11.

In 20629, Examiner Clifford found the T. B. Hard Grain Co. entitled to the lower rate on corn from Verona, Roseland, McCool Junction, Orleans, Holdrege, LeRoy, Moorefield and Loomis, Neb., treated in transit at Aurora, Neb., and forwarded to Chugwater, Wheatland and Uva, Wyo. The Burlington had filed suit to collect alleged undercharges, above the 33 cent rate that the Examiner found reasonable.

E. W. Wyatt Passes Away.

"Ned" Wyatt died recently, aged 64 years, on the anniversary of his birth. For many years he had been engaged in the brokerage business at Memphis, Tenn., being well known to handlers of grain and millfeeds, of which he made a specialty.



E. W. Wyatt, Memphis, Tenn., Deceased.

54,000 BUSHEL DAILY CAPACITY HESS DRIERS JUST COMPLETED

	Bushels
Bastien Grain Co., Chicago, Ill.....	18,000
Panama Pacific Elevator, Victoria, B. C.	18,000
Norris Grain Co., So. Chicago, Ill.....	18,000

225,000 BUSHEL DAILY CAPACITY HESS DRIERS NOW BUILDING

	Bushels
New York Central Ry. Co., Export Elevator, Weehawken, N. J.....	110,000
Quaker Oats Co., St. Joseph, Mo.....	36,000
St. Joseph Public Elevator Co., St. Joseph, Mo.	27,000
Illinois Central Ry. Co., Omaha, Nebr., Direct Heat Drier	36,000
J. J. Mullaney Grain Co., Sioux City, Iowa, Direct Heat Dryer.....	7,500
Buenos Aires, Argentina.....	8,500

The World's Largest and Finest Elevators Use HESS DRIERS.

HESS WARMING AND VENTILATING CO.

1207 SO. WESTERN AVE., CHICAGO, ILL.

HESS DRIER CO. OF CANADA, LTD.

68 HIGGINS AVE., WINNIPEG, MAN.

Field Seeds

MITCHELL, S. D.—A sprinkler system was just installed in the plant of the Dakota Improved Seed Co.

THE EXECUTIVE COMITE of the American Seed Trade Ass'n will meet at the Hotel Sherman, Chicago, on Jan. 11-12 for the regular winter conference.

MINNEAPOLIS, MINN. — Additional warehouse facilities totaling 135,000 sq. ft., will be added next spring at a cost of \$250,000, by Northrup, King & Co., seedsmen and feed manufacturers.

SALT LAKE CITY, Utah.—The name of the Western Grain Co. has been changed to the Kelly-Western Co., because of postal confusion with the Western Seed Marketing Co., according to P. F. Kelly, manager.

PORTLAND, ORE.—C. B. Bovier, Jr., who has been in charge of the Charles H. Lilly Co.'s uptown Seattle office, is now manager of this branch here, rather than L. H. Goodhue, as reported, the latter being in charge of all branches.

GARNET wheat is deficient in gluten and protein as compared with Marquis, according to Hon. James Robb, minister of trade in Canada. This variety also produces a yellow flour. Millers are protesting the placing of Garnet with northern grades.

BUFFALO, N. Y.—A new seed house adjoining the feed mill of the Eastern States Farmers Exchange of Springfield, Mass., measuring 300x42x40 ft. and representing an investment of \$125,000, was recently completed here. The addition is built of steel, concrete and brick, and now gives loading space for 22 cars of seed and feed at one time.

Directory

Grass and Field Seed Dealers AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CHICAGO, ILL.

Johnson, Inc., J. Oliver, field seeds.
Kellogg Seed Co., John L., field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.
Tobin-Quinn Seed Co., Missouri Blue Grass.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.
Teweles Seed Co., L., field and grass seeds.

MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.
Minneapolis Seed Co., field seed merchants.

ST. JOSEPH, MO.

Mitchellhill Seed Co., wholesale field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.
Mangelsdorf & Bros., Ed. F., wholesale field seeds.

MASON CITY, ILL.—We plan to replace the seed warehouse which burned six weeks ago, with a 5-story, fully modern frame seed warehouse which will hold much more. Construction will begin in the early spring.—L. K. Ellsberry, The C. D. Sutton Co., Inc.

"WONDER" SEED OATS were selling for \$5.50 a bushel in Dunn County, Wis., until the editor of the Boyceville Press, H. K. Halvorson made some discoveries, which were broadcast thru his columns. It was claimed that this seed would yield 75 bushels per acre.

FRANCE has levied a 6-franc per 100 kilos (minimum 18 francs) fee for covering expenses in the enforcement of the regulations governing selection, packing, sealing, transportation, and analysis of samples of forage seeds imported into that country effective Jan. 1, 1929. This fee is increased to 10 francs, with a minimum charge of 22 francs for the samples of seeds subjected to artificial coloring. The previous fee was 4 francs, with a minimum charge of 12 francs per hundred kilos.

SEATTLE, WASH.—H. P. Chapman, vice-pres. and director of the grain, feed and milling departments of the Charles H. Lilly Co., seedsmen, recently resigned and left for California. While it is learned he will return to Seattle around the first of the year, no indication of his plans for the future are known. Mr. Chapman has been associated with the company for over a quarter-century, and was very instrumental in building the departments coming under his jurisdiction. He is past president of the Seattle Merchants' Exchange and a present director of same.

THE MONTANA SEED COUNCIL recently met at Bozeman, spending the afternoon inspecting the state grain inspection laboratory. The evening meeting was devoted to a report on the work of this laboratory, which was organized by the Agronomy Department of the Montana Experiment Station, and whose work it is to make purity and germination tests of farm seeds, inspect and grade grain—including protein content, and to determine the milling and baking qualities of Montana wheat. An increased interest is being manifested on every hand in better seed and consequent increased yields. The Council prepared a platform calling for increased funds from the state legislature for the use of the state laboratory, as well as recommendations to simplify the state seed law. A com'te reported on a study of weed laws and weed control programs of various other states. Their next meeting will be held in February at Bozeman.

IMPORTS OF FORAGE PLANT SEEDS from July 1, 1928, to Nov. 30, compared with the same period in 1927, are reported by the Seed Laboratory of the Bureau of Plant Industry, in pounds, as follows: Alfalfa, 197,300—386,900; Canada bluegrass, 353,300—295,200; alsike clover, 873,200—1,840,400; crimson clover, 2,806,100—1,242,800; red clover, 512,800—000; white clover, 902,400—295,500; fox-tail millet, 60,200—000; clover mixtures, 8,200—900; orchard grass, 1,165,800—124,000; rape, 3,268,700—3,133,600; English ryegrass, 383,300—253,300; Italian ryegrass, 218,200—348,100; timothy, 000—21,500; hairy vetch, 2,171,600—1,226,400; spring vetch, 000—435,400; bentgrass, 194,900—190,900; biennial white-flowered sweet clover, 167,600—538,500; biennial yellow-flowered sweet clover, 3,800—38,200; crested dog's tail, 44,900—36,700; chewings fescue, 969,000—732,000; other fescue, 292,700—114,600; carpet grass, 3,300—11,200; Rhodes grass, 100—10,000; rough-stalked meadow grass, 168,900—71,900; Japanese millet, 20,000—000.

A NORTH DAKOTA SEED TRADE ASS'N, whose aim it is to improve the quality of seed sold to North Dakota farmers and to promote better feeling among dealers, was formed at Fargo, N. D., on Dec. 19. Officers of the organization are: W. H. Magill, Fargo, pres.; George Will, Bismarck, vice-pres.; A. M. Christensen, Minot, sec'y-treas.

BRISTOL, PA.—Captain Burnet Landreth, 86, pres. of the D. Landreth Seed Co., the oldest seed house in America (1784), passed away Dec. 2. The pall-bearers were eight employees, all of whom had been with the company over 40 years. Capt. Landreth was a past commander of the G. A. R. Post; chief of the Bureau of Agriculture of the Centennial International Exhibition held in Philadelphia; first vice-pres. in 1887, and American Director in Chief of the American Exhibition in London; International Judge at the Paris Exhibition in 1888; appointed to honorary foreign membership in the National agricultural societies of Japan, China, Mexico, Brazil, Belgium, Chili, France, Hungary, British India; to honorary membership in the Royal Society of Arts at London, and the Royal Society of London as well, of the Royal Society of Sweden; was decorated by the French government in 1885—becoming a "Chevalier de Merite Agricole de France," advancing later to the position of officer and then commander of this society. He was likewise active in the Society of Agriculture of France. A few of the many honors held in this country include the presidency (four times) of the Seed Merchants' Protective League; eighteen terms as sec'y-treas. of the Wholesale Seedsmen's League; and author of a number of important seed texts.

Farm Seed Ass'n Considers Routine Business.

A business session of the Farm Seed Ass'n of North America was held Dec. 18 at the Stevens Hotel, Chicago, with more than fifty seedmen present.

Pres. L. M. King of Minneapolis called the session to order, and Geo. O. Smith of Washington, D. C., made his initial bow as the new executive-sec'y.

Out of town seedsmen present were: M. Apfelbaum, Ft. Wayne, Ind.; A. E. Bather, Salt Lake City, Utah; J. L. Peppard, J. G. Peppard, Jr., and H. E. Bagnall, rep. the J. G. Peppard Seed Co., of Kansas City, Mo.; C. G. Bowden, Minneapolis, Minn.; Clifford Corneli, St. Louis, Mo.; Chas. H. Clark, rep. the John L. Kellogg Seed Co., Chicago; W. H. Crossland, Milwaukee, Wis.; Peter P. Carr, Madison, Wis.; E. F. Crossland, Toronto, Ont.; Marshall H. Duryea, New York, N. Y.; Ignatz Eckstein, Buffalo, N. Y.; A. H. Flanagan, Crawfordville, Ind.; R. F. Gunkleman, Fargo, N. D.; H. L. Hammond, Salt Lake City, Utah; A. O. Hogg, Toronto, Ont.; Henry Kling, Cedar Rapids, Ia.; F. W. Kellogg, Milwaukee, Wis.; Sam Kraus, Fort Wayne, Ind.; L. M. King, Minneapolis, Minn.; H. H. Miller, Bloomington, Ill.; R. S. McCullough of the J. M. McCullough's Sons Co., Cincinnati, O.; H. Trimble McCullough, Cincinnati, O.; C. C. Massie, Minneapolis, Minn.; Ed. F. Mangelsdorf of Ed. F. Mangelsdorf & Bro., St. Louis, Mo.; J. C. Oliger, Toledo, O.; C. Robert Pommer, St. Louis, Mo.; D. A. Parks, Jackson, Mich.; Howard S. Patrick of the Rudy-Patrick Seed Co., Kansas City, Mo.; E. T. Robinson, Waterloo, Neb.; Chas. D. Ross, Louisville, Ky.; John A. Schrenker, Jr., Cincinnati, O.; B. F. Sheehan, Lincoln, Neb.; T. M. Scott, St. Louis, Mo.; R. C. Steele, Toronto, Ont.; E. H. Sexauer, Brookings, S. D.; C. W. Spears, Paris, Ky.; E. L. Townsend, Buffalo, N. Y.; Hugo Teweles, Milwaukee, Wis., and H. G. Windheim, Omaha, Neb.

Corn Customs Duties would be increased to 25 cents a bushel by a bill introduced by a South Dakota Congressman, alfalfa seed to 8 cents a pound, and eggs to 12 cents a dozen, but it has not received the approval of Congress.

Senator McNary's "farm relief" measures were approved by representatives of co-operative ass'ns in 9 states, at a meeting sponsored by the National Wheat Pool Com'te, called at Kansas City, Dec. 10. These measures no doubt provide employment for a large number of agitators.

Geo. O. Smith, New Sec'y Farm Seed Ass'n.

For the comparatively new work undertaken last year by the Farm Seed Ass'n of North America there is needed an executive with peculiar qualifications. This work had only been planned and hardly begun when death took the Ass'n's first executive sec'y, A. J. Ogaard. Accordingly Pres. L. M. King found it advisable to appoint a special com'tee to choose a man for the office, and its choice fell upon George O. Smith, of Washington, D. C.

Mr. Smith was born at Kane, Pa., in 1894. He attended the "prep" Quaker school at Haverford, Pa. He did undergraduate work at Delaware University, and graduate work at Ames, Ia., and Cornell University, New York. During the war he was overseas in the machine gun 5th division.

His business experience began after the war with two years with the Autocar Co., Ardmore, Pa., followed by a year with the Lee Tire & Rubber Co., Philadelphia, for the sake of experience.

Mr. Smith taught for three years in the University of Maryland as assistant professor in agriculture. Early in 1922 he became marketing specialist for the Pennsylvania State Buro of Markets, and in the fall of 1924 he formed a connection with the Chamber of Commerce of the United States and was active in its national distribution conferences, later assistant manager of agriculture service, and since has been doing general promotion and organization work for the Chamber.

He was married to a daughter of State Senator Attix of Delaware, but his nearest relatives now reside in California and he feels himself a citizen of the whole United States, having traveled much and formed innumerable contacts with agricultural workers and businessmen thru his work for the Chamber, his duty being to co-ordinate the efforts of the participants in the conferences.



Geo. O. Smith, Chicago, Ill.,
New Executive Sec'y of Farm Seed Ass'n.

Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

CONSIGNEE'S LIABILITY FOR CHARGES.—In suit by railroad to recover balance due for freight and demurrage charges on interstate shipment, defendant, not named as consignee in original B/L, but possessing B/L which gave control of shipment, was liable for charges, if by its conduct it exercised acts of dominion over shipment consistent only with idea of its acceptance.—*C. L. Hils Co. v. L. & N. R. Co. Court of Appeals of Ohio.* 162 N. E. 761.

NO LIEN UNLESS RENT IS DUE.—In suit by landlord to establish ownership of corn sold to defendant under execution on judgment against tenant, where there was no evidence that any rent was due landlord on which landlord's lien on corn in controversy could be established, and defendant was not party to landlord's attachment proceeding against tenant, and landlord testified that he was to get corn for rent, landlord's claim to lien was without foundation.—*Borrsch v. Martin. Supreme Court of Iowa.* 221 N. W. 789.

MORTGAGE ON FUTURE CROPS VOID.—Mortgage on crops to be grown in the future on lands situated in New Mexico held invalid; Acts N. M. 1915, c. 71, § 1, declaring personal property of every description, including crops, to be subject to mortgage, not manifesting intention to change existing law as declared by Act N. M. 1876 (see Code 1915, § 566) that mortgages on growing crops should be void.—*Amer. Trust & Savings Bank v. Cotton Finance & Trading Corporation. Court of Civil Appeals of Texas.* 10 S. W. (2d) 186.

BANK NOT BONA FIDE PURCHASER OF DRAFTS.—Bank, crediting to drawer's general checking account amounts of two drafts, attached with Bs/L as collateral security to two notes in amounts thereof, with reservation of right to charge back amounts to depositor on failure in payment of drafts, held not bona fide purchaser thereof for value, and hence not entitled to proceeds on deposit in another bank as against drawer's attachment creditor, where such checking account continuously exceeded total of two drafts.—*Colorado National Bank v. Western Grain Co. Supreme Court of Alabama.* 118 South. 588.

MORTGAGES AND CROP LIENS.—Where negotiable notes secured by mortgages and crop liens held by agent in trust for principal were pledged by agent as collateral security for his own indebtedness to bank, failure of bank to pursue its remedy against accommodation maker or indorser on one of principal notes did not entitle principal to collateral to amount of such note, in that it would be inequitable to compel bank to proceed against indorser who was liable only on default of maker, rather than on collateral in its hands.—*New Bern Oil & Fertilizer Co. v. National Bank of Kinston. U. S. Circuit Court of Appeals.* 28 Fed. (2d) 554.

BANK LIABLE FOR DRAFT.—Where cotton buyer gave his draft on payee bank in payment of cotton, and bank had notice that passing of title was conditioned on payment of draft, it became trustee for seller for proceeds of buyer's subsequent sale, collected by it, and could not apply such proceeds to payment of original buyer's overdraft to it. Under Rev. St. 1925, arts. 531, 532, national bank, which had notice of state bank's insolvency when it accepted assignment of assets of state bank, became liable as trustee for benefit of creditors of state bank.—*First Nat. Bank of Littlefield v. Neel. Court of Civil Appeals of Texas.* 10 S. W. (2d) 408.

TELEGRAF COMPANY LIABLE FOR NON-DELIVERY.—Stipulation that telegraph company will not be liable, where claim is not presented in writing within 60 days after message is filed for transmission, does not apply literally, where through company's fault plaintiff did not know of message to him until 52 of the 60 days had passed, but most which company could claim was that plaintiff should have filed claim within reasonable time after such 52 days, and, where claim was presented within 13 days thereafter, delay was not unreasonable.—*Freeman v. Western Union R. Tel. Co. Supreme Court of South Carolina.* 145 S. E. 294.

ASS'N OF DEALERS NOT SUBJECT TO INCOME TAX.—Hay dealers' association, which maintained offices and various paid employees and performed certain services in connection with hay-marketing industry, held exempt from income taxation under Revenue Act 1924, § 231 (26 USCA § 982), as a business league, chamber of commerce, or board of trade not organized for profit, and no part of net earnings of which inured to benefit of any private individual, where all income of association was turned into its treasury and used for its general purposes.—*Kansas City Hay Dealers Ass'n v. Crooks, collector of internal revenue. U. S. District Court, Missouri.* 28 Fed. (2d) 909.

DEED OF TRUST BY PUBLIC ELEVATOR VOID.—Milling company, which owned elevator in which it stored property to facilitate transportation by common carriers, held "public utility" as to such property, under Public Utility Act (St. 1915, p. 118; St. 1911 [Ex. Sess.] p. 21) § 2(aa), regulating business and indebtedness of public utilities. Deed of trust executed by warehouse company on its property without order from railroad commission held void under Public Utility Act (St. 1915, p. 115) § 52(a, b, d), providing that "evidence of indebtedness of public utility issued without the order of the commission * * * shall be void," since "evidence of indebtedness" includes mortgages and deeds of trust, in view of Civ. Code, § 3006.—*Webster Mfg. Co. v. Byrnes. In re Western Milling Co. and Oakland Terminal & Elevator Co. District Court of Appeal, California.* 271 Pac. 771.

London Rules governing export grain were voted retained by the Philadelphia Commercial Exchange, and a substantial contribution voted to aid in fighting Bremen opposition thereto.

Wheat Drawback Privileges were proposed cancelled in a bill introduced in Congress by a South Dakota Representative, on account of wheat imported into the country and milled for export. The labor employed in the milling of this wheat will vigorously oppose this bill.

Grain Claims Bureau, Inc. Box 687, Station A. Champaign, Ill.

Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Brandt
Aud. and Treas.
Champaign, Ill.

Harry J. Berman
General Counsel
Chicago, Ill.

Insurance Notes.

A SOLUTION FOR WATER BARRELS that will not freeze above 20 degrees below zero is given as $3\frac{1}{2}$ pounds of calcium chloride to a gallon of water, well dissolved.

AN INSURANCE company has been organized by the Canadian wheat pool under the name "Canadian Pool Agencies, Ltd.," with J. H. Smith as manager, to act as brokers, to begin operations the coming season.

NEW POLICYHOLDERS in the Grain Dealers Fire Ins. Co. are losing some dollars per year because they do not know that the company gives them credit, in fact pays them money, to return every month the self inspection card properly filled out. A card from the insurance company is not to be consigned to waste-basket the same as unwanted other mail.

T. M. Van Horn Passes On.

Thomas M. Van Horn passed away at his home in Oak Park, Ill., Dec. 20, 1928. Born in Schomberg, Ont., Oct. 25, 1854. Son of John M. Van Horn. Father was a miller and was killed in the Kettleby Flour Mills, Kettleby, Ont., seven months before the birth of Thomas.

Mother never wanted him to go into a mill on account of the manner of his father's death. He worked in several mills in Canada, getting \$8 to \$9 a week without board, putting in sixteen hours a day. He left Canada July 1, 1878, and took employment with D. B. Sears & Sons of Rock Island, Ill., as second miller. He was promoted to head miller in 1880. At that time the Sears mill was the largest in Illinois, using eleven run of stone and a few smooth rolls. The mill burned in December, 1889. He went on the road for Barnard & Leas as expert miller in 1890 and continued in that position until 1904. He was with the Weller Mfrg. Co. for a time and then became connected with the Grain Dealers National Mutual Fire Insurance Co. as a field man. He worked in the Southwestern and Illinois territories until 1910, when he took a like position with the Millers of Illinois. During his connection with the "Alton" he acted as Junior Adjuster for the "Mill Mutuals" and upon the retirement of the late A. P. Redfield he was made Senior Adjuster, acting in that capacity until Jan. 1, 1925, when the companies placed him on the retired list on account of ill health.

"Van," as he was familiarly known to all of his friends, was a rare character. While he had no schooling, he was reared under strict and hard conditions that made him exceptionally self-reliant. He had a great deal of native ability, and this coupled with his wide experience well fitted him for the position he held. He was probably as well acquainted in the milling and grain trade as any man in the United States, and he had a host of friends and few enemies.

Australia has commenced shipments of new wheat, a considerable amount being taken by India.

Your Income Tax

By M. L. Seidman,
of Seidman & Seidman, C. P. As.

WHO MUST FILE RETURNS: To file a return or not to file a return? That is the question that many a troubled soul will be bothered with in trying to determine just before March 15 whether a return is due from him. The answer, however, may be so easily reached that there should not be any occasion for doubt.

The whole thing hinges on just three factors. They are: (1) The amount of gross income; (2) The net income; (3) Whether the person is married or naturally happy, as the cynic would put it. Let us see just what bearing these three items have.

GROSS AND NET INCOME: So far as the gross income is concerned, the law says that every individual must file a return if his or her gross income is \$5,000 or over. In other words, if a person's salary, interest, dividends, rents collected, and all other items that make up one's income, adds up to \$5,000 or more, a return must be filed, even though the expenses and other deductions "ate up" all the income and even left a loss for the year. This phase of the requirement has to do with gross income and not net income.

We did say, however, that we also want to inquire about the net income. That is so because another rule makes it necessary to file a return, irrespective of the size of the gross income, if the net income is above certain amounts. Here is where it is necessary to determine whether a person is single or married.

A single person who has a net income of \$1,500 or more for the year must file a return. A married person whose net income is \$3,500 or more, must likewise file a return. In both cases, the fact that the gross income was less than \$5,000 would not make any difference, if the net income exceeded \$1,500 or \$3,500, respectively.

MARRIED PERSONS' RETURNS: There is a peculiarity about returns of married persons that should be noted here. Under the old common law, the husband and wife were regarded as one, and the husband was the one. (That of course, would be seriously open to question today.) The income tax law, to some extent, carries on this idea, except that no particular spouse is recognized as the leader. The point is that a husband and wife are regarded as a unit for tax purposes. In determining, therefore, whether the gross income is \$5,000 and the net income \$3,500, the combined incomes of the husband and wife must be considered. That is to say, if the husband has a gross income of \$4,000 and the wife of \$1,500, a return must be filed, since the total is more than the prescribed \$5,000. Likewise, if the husband has a net income of \$4,000 and the wife has a net loss of \$1,500, no return need be filed (assuming that the combined gross income is not more than \$5,000) because the combined net income is less than \$3,500.

However, while the combined figures are what count, it is not compulsory for the husband and wife to file a joint return. Instead, they may file separate returns, setting forth their own items of income and deduction. We will find out in later articles that this makes a great deal of difference in the amount of tax that would otherwise have to be paid.

AGE NO CRITERION: While age may be a factor in gaining admission to moving pictures or having the right to vote, Uncle Sam creates no barrier at all so far as the income tax return is concerned. It does not make any difference how young or old one may be. If the income is there, a return must be filed.

This involves one little wrinkle, however, because under the laws of most states, the income

from an unmarried minor child's services legally belongs to the parent, unless the child has been emancipated—that is, unless the child has been given the right to go on his own hook. Otherwise, the parent is required to include the minor's income from compensation with his own, and consider it in arriving at the \$5,000 or the \$3,500 amount.

PARTNERSHIPS, CORPORATIONS, ETC.: There is the partnership return, for instance. Every partnership is required to file a return setting forth its income and deductions. The partnership, as such, is not taxed. Instead, the individual partners report in their own returns their share of the partnership profits. However, the Government calls for a return from every partnership, so that the details will be available showing how the partners' share of the profits was arrived at.

The rule for corporations is about the same as for partnerships, in that every corporation must file a return, irrespective of the amount of its income, or, to put it another way, even though it may have a loss. A corporation is different from the partnership in that a corporation is subject to tax while a partnership is not, but that difference does not change the rule about returns. Both the corporation and the partnership must file them, regardless of their profits or losses.

Estates and trusts, too, must file returns. For this purpose they are regarded like single persons. In other words, a return is required of them if their gross income is greater than \$5,000, or the net income is greater than \$1,500.

Now, the mere fact that a return must be filed does not mean that a tax has to be paid. We have already seen that returns may have to be made, even though there is a net loss. Furthermore, and perhaps what is more usual, though there is a net income, the exemptions that are allowed may leave no balance subject to tax.

Dust Explosion in Corn Plant

A terrific explosion that blew out one wall started a fire that destroyed the 4-story brick building of the Kneffer-Bates Mfg. Co., at Indianapolis, Ind., at 2 o'clock a. m., Dec. 15.

Dust which had accumulated is believed to have caused the explosion, on the fourth floor. Five employees were on duty during the night, and a watchman. Four were badly burned, Thos. Klein, Lindsey Hughett, Carl Jeffries and Herschell Cassidy. They were rescued from the falling debris by the firemen.

The building was about 200 by 75 ft., and contained several thousand pounds of finished corn goods which burned fiercely. Beams and ironwork fell on several freight cars that were partly burned. The loss is estimated at \$225,000. Had the explosion occurred during daylight hours 20 men would have been endangered.

On Aug. 28, 1925, the company suffered a fire loss of \$131,469, caused by an explosion of dust in a pulverizer.

There was a first explosion which probably dislodged all settled dust and formed the dust clouds that made the second and more violent explosion.

A majority of the wheat coming into the Seattle and Tacoma, Wash., markets graded No. 1 during November, to-wit: Out of 936 cars at Seattle, 552 graded No. 1; 259 No. 2; 46 No. 3; 23 No. 4; 14 No. 5; 42 special grade, and 106 smutty. At Tacoma, out of 608 cars, 411 went No. 1; 157 No. 2; 20 No. 3; 4 No. 4; 2 No. 5; 14 special, and 39 smutty.

FIRE



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

Carbondale Fire Protection Co.
Carbondale, Penn.

Grain Trade News.

[Continued from page 797]

Texas City, Tex.—The Texas City Terminal Co. is repairing its grain elevator to increase the handling capacity.

Quannah, Tex.—W. J. Phillips disposed of his interest in the Quannah Coal & Grain Co. to Arthur Hall and Claude Holcomb. They will combine it and the Farmers Coal & Grain Co., which Mr. Holcomb formerly owned, and erect a building to house the enlarged concern.

Lubbock, Tex.—Fire damaged warehouse A and contents to the extent of about \$1500 recently, all covered by insurance. The J. B. Mill located in building undamaged except conveyors leading from cars to mill. The building contained about 3 cars of milo, 2 cars of alfalfa hay and about 500 bags of feed. It has been repaired and is now in use.—Economy Mills, Inc.

UTAH

Lehi, Utah—The mill of the Lehi Roller Mills was burned slightly Dec. 10.

Ogden, Utah.—The Sperry Flour Co. has completed plans to double its capacity of 1,000 bbls. Nine double stands of rolls and other machinery will be installed.

WISCONSIN

Somerset, Wis.—The Somerset Milling Co. intends to erect another feed mill.

Medford, Wis.—Mail addressed to Perkins & Son has been returned marked, "Out of business."

St. Cloud, Wis.—Mail addressed to John Sissow & Co., has been returned marked, "Out of business."

Milwaukee, Wis.—Two memberships sold recently in the Chamber of Commerce for \$750 and \$800, advances of \$200 and \$250 since Nov. 28.

Pound, Wis.—The Pound Grist Mill, operated by W. Kenyon, has been taken over by Otto Koenig of Appleton, who will install a grinder and other machinery.

Sugar Bush, Wis.—J. Brisco is putting up a feed mill in the old elevator. The hammer type will be used to grind feed; there will be no burrs. He is using a gas tractor for power. Along with grinding he will handle feed.

Milwaukee, Wis.—The following members of the Chamber of Commerce have been named by Pres. A. L. Johnstone on a com'te to consider the steps necessary to be taken for the organization of a securities exchange: W. A. Hottensen, Hugo Teweles, Walter Kasten, J. H. Puelicher, E. M. Stratton, Pres. Johnstone and Sec'y Plumb. All will serve and immediate progress in carrying out plans for a stock and bond market where the highest grade of securities may be traded in daily under proper rules and regulations is assured. Great interest is being manifested in the venture thruout the country, particularly in New York and Chicago, and many requests for information and inquiries as to cost of membership are coming in.—H. A. Plumb, sec'y.

Department of Agriculture Budget.

The appropriations bill for the U. S. Department of Agriculture for the fiscal year ending June 30, 1930, (H. R. 15386), was reported to the House by the Com'te on Appropriations on Dec. 14. An aggregate of \$143,148,047 is shown, a decrease of \$565,246 under appropriations for the current year and \$535,648 under the estimates submitted by the Bureau of the Budget.

The summary of the bill given by the Com'te shows: Agricultural Departmental funds, \$60,598,047; Federal-aid highways and forest roads, \$82,000,000, or a total of \$142,598,047 recommended. In addition to this there are permanent annual appropriations of \$11,048,436, which are effected automatically under legislation passed by previous sessions of Congress.

The Bureau of Plant Industry has opportunity to spend \$4,797,843, which includes \$77,800 for the seed laboratory; \$805,920 for cereal crops and diseases; \$203,200 for introduction of foreign seeds and plants; \$205,000 for forage crops and diseases.

The Bureau of Chemistry and Soils has \$1,450,575 coming, including \$279,070 for agricultural investigation; \$37,600 for table and sweet syrup investigations; \$83,765 for insecticide and fungicide investigations; \$51,500 for investigations of plant-dust explosions and fires.

The Bureau of Agricultural Economics, with which the grain trade is more or less intimate and familiar, gets \$6,056,433, which includes \$286,000 for administration; \$765,933 for marketing and distributing farm products; \$845,000 for crop and livestock estimates; \$1,227,000 for market news service on fruits and vegetables; \$290,000 for cooperative marketing; \$420,000 for cotton statistics; \$219,500 for enforcement of the cotton futures and standards acts; \$820,000 for enforcement of the Grain Standards Act; \$256,000 for administration of the U. S. Warehouse Act; \$50,000 for wool marketing studies.

The Plant Quarantine and Control Administration gets a recommended \$2,618,500, which includes \$550,000 for plant quarantine enforcement; \$898,000 for European corn borer control.

For enforcement of the Grain Futures Act \$110,000 is allowed.

It is interesting to note these various recommended appropriations and it is altogether likely that the Bureaucracies that have charge of the expenditures will find ample means and several ways of doing the expending.

The first full sacked-grain cargo left Montreal recently, destined for India. The 250,000 bushel cargo required 76,196 bags.

Public Elevators along the Mississippi where farmers may store their grain in bond as collateral for farm borrowing is the proposed plan of Gov. Hammill of Iowa, which he says he will place in the hands of President-Elect Herbert Hoover.

Private Crop Reporters and Crop Reporting.

[Continued from page 786]

of crops, and the dates seeded, and later on add the yields per acre. This gives me a dependable picture of the past, along with an exact comparison of previous crop conditions at that time of the year, with the present. But, to do this, one must go over the same routes each season and inspect each locality as near as possible to the same day of the month as was done in the previous seasons.

Estimates Are Opinions.—All estimates of crops, especially early-in-the-season estimates, are opinions rather than facts and should be considered so by all concerned. As for instance: Altho a man could estimate a growing field of wheat as near correct as to an ounce per acre, he could not give a correct estimate of the crop of one single state, because, by starting at one end of the state, he would need a month to see it all thru to the other end. During this time changes for better or worse would have occurred behind him to such an extent that his estimates, when added up would show up ridiculous.

Estimates are gathered from numerous correspondents thruout the country sending in their reports of conditions simultaneously on a certain date. These are added up and applied to the pars and acreage, forming the estimates, and he who makes out the estimates must depend more or less on the figures sent in, regardless of the fact that many of those who send them in may have changed their opinions shortly after. In fact, it has been proved when a set of questionnaires sent out to the same correspondents within a week after the last ones brought in an estimate very wide of the previous ones, notwithstanding no marked change had taken place with the growing crop.

The United States Government has the best crop estimating system in existence and there should be no question as to its endeavors to obtain the best results. Nevertheless considerable criticism arises from time to time relative to the estimates, many of which are utterly uncalled for. Some are justified, because of the wide ranges shown in comparisons with the reports issued on the same crops just before and after. Nevertheless the fault is not theirs, but rather that of those who send in the reports, but are they faults? Let us say instead that they are the mistaken judgments of those who venture to use such judgment as the human mind is possessed of to foretell correctly coming events very dimly seen by them in advance.

Great changes have taken place in farming methods during the forty-one years that the writer has traveled the grain belts of North America. Most of these changes have been started and carried thru slowly at first, but with ever-increasing momentum by a large harvesting machine company, who not only uses its utmost endeavors to produce better and better agricultural machinery, but also to search the world for information and men to equip and man their experimental farms as well as to flood the country with periodicals conducive of good farming. This has been closely followed by the great help the county agents are now giving the farmers as well as the timely and helpful suggestions reaching them thru farm journals and such, so that by now the farmers are almost ready to cry "Enough, and more than enough," for no other reason than the fear of overproduction.

A man who takes all this talk about "farm relief" seriously is the judge who sentenced someone to work three years on an Iowa farm.—Art Torkelson.

Checked Up Home Office.

Frank West, who is employed by the Spencer Grain Co., testified before the Saskatchewan Grain Inquiry Commission at Kipling, Sask., recently that his head office had sent him a sample on which the elevator operators under him as superintendent were to buy wheat as No. 1 northern.

In another envelope he sent the same sample back to the home office for "a test" and it was returned as No. 2.

GRAIN DRIERS

for

**COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.**

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**MEAL, GRITS, STERIL-
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1223 S. Talman Ave., Chicago

210 N. 13th St., Philadelphia, Pa.

Feedstuffs

WEST POINT, MISS.—A mixed feed manufacturing plant has been opened here by W. H. Vanlandingham.

LONE WOLF, OKLA.—A complete line of feeds is to be put out by Copeland Bros., as well as corn meal and flour.

WISCONSIN FEED DEALERS met in Waupaca on Dec. 12. About 40 from the surrounding territory dined and discussed together.

MANKATO, MINN.—A mixed pig feed manufacturing unit is now in the process of installation in the plant of the Hubbard Milling Co.

MINNEAPOLIS, MINN. — The Fruen Milling Co. has increased its output of dairy and poultry feeds, and placed E. A. Neass in charge.

PLAINVIEW, TEX. Additional equipment was just installed in the mixed feed manufacturing plant of the Plainview Fuel & Feed Co.

KENDALLVILLE, IND.—An overheated chimney resulted in \$25,000 fire damage to the Steckley Feed Mill on Dec. 7, partially insured.—W. B. C.

HARLAND, DEL.—The Harland Flour & Feed Co. was recently incorporated for \$50,000 to operate feed and flour mills. A. L. Miller heads the enterprise.

MALT AND MALT PRODUCTS received a 200 per cent increase in tax by the Louisiana State Legislature. This adds 10 cents a pound levy.

MORRISTOWN, N. J.—The American Feed Co., Inc., was just incorporated with a capital stock of \$100,000, by Jos. Wolkowi, Betsy and Max Sher.

THE NATIONAL BISCUIT CO., owners of the National Milling Co., Toledo, O., acquired a majority of the stock of the Shredded Wheat Co. on Dec. 12.

FRANKFORT, N. Y.—A new feed plant was recently completed for Geo. Carado. Warehousing facilities will be provided as the result of remodeling his old mill.

TALBOTT, TENN.—A few brands of feed are now being placed on the market by the Talbott Milling Co., which just opened under the management of C. D. Hunter.

LEWISBURG, TENN.—A line of manufactured feeds are now being put out by the Nora Mill under the direction of the new proprietors, Bruce Patterson and Kelly Davidson.

KANSAS CITY, MO.—Additional grain storage and a head house will be built for the Arcady Farms Milling Co., mixed feed manufacturers, by the Jones-Hettelsater Construction Co.

MATTOON, ILL.—Plans are in progress for adding sufficient machinery for grinding and mixing to the present facilities of the Big 4 Elevator Co. to permit manufacture of 1,000 bags of feed a day. This includes construction of a 40,000 bu. elevator to replace the one that burned some months ago.—W. E. Orndorff.

HASTINGS, NEB.—A cereal manufacturing plant is understood to be contemplated by Geo. W. Bick & Co., Wichita, Kan. The two-story structure will put out wheat, oat and corn cereals.

LANESBORO, MINN.—The Harland Flour & Feed Co. of Minneapolis bought the feed mill and business of Winslow & Tomkins here. The former owners will continue to manage the institution.

W. E. SUIT'S ADDRESS before the Grain Dealers National Ass'n is being distributed to the membership by the New England Retail Grain Dealers Ass'n, whose offices are in the Myrick Bldg., Springfield, Mass.

CHEHALIS, WASH.—A complete line of dairy and poultry feeds are to be manufactured here when the equipment and housing facilities are remodeled to suit by the Kenworthy Grain & Milling Co. of Tacoma, Wash.

CHICAGO, ILL.—New officers of the Arcady Farms Milling Co. for the ensuing year are: W. D. Walker, first vice-president; E. F. McDonnell sec'y-treasurer and J. B. Forgan, Jr., and John C. Mechem elected to the directorate.

CHICAGO, ILL.—S. T. Edwards & Co., dried buttermilk and skim-milk distributors, and feed system engineers, will move to the new butter and egg exchange, named the Mercantile Exchange, shortly after the first of the year.

DENVER, COLO.—The Ralston Purina Co., St. Louis, feed and cereal manufacturers, let contract to the Jones-Hettelsater Construction Co., for a 180x52 ft. 7-story main plant, 500,000-bushel grain storage, and a half-dozen supplementary structures.

VOORHEESVILLE, N. Y.—Complete molasses mixing equipment was just installed in the feed manufacturing plant of Oscar B. Vunck. Additional housing facilities include a concrete molasses storage tank of 20,000 gallons capacity, and sacked storage facilities.

MILWAUKEE-BOSTON.—The interests of the Newton Feed Co. of Milwaukee, Wis., and of the Riner Milling Co., Boston, Mass., will henceforth be known under the name of the former, a merger having been consummated. Offices will be maintained in both cities.

RICHMOND, IND.—Most of the property formerly owned by the Western Indiana Elvtr. & Milling Co. is to be taken over by the newly organized Richmond Feed Milling Co., the incorporation of which was announced in this column of the Nov. 25 number of the Journal.

NORTH CAROLINA prohibits the use of metal tag fasteners on feed bags sold or offered for sale within the state, effective Jan. 1, 1929. Feed tags may be printed, stenciled, or sewed on the sacks instead. A hearing was held on Dec. 12, a com'te representing interested feed manufacturing organizations appearing before the all-powerful board of agriculture, protesting enactment of the measure, but without avail.

USING 2ND HAND BAGS in the interests of economy, has been planned by the Eastern States Farmers Exchange, Springfield, Mass., a fumigant being used to destroy all bacterial life. This practice will be followed at the Buffalo Mill of the Exchange, after sacks have been suction-cleaned and baled.

SHIPPERS OF

RED DURUM

**Sulphured and Natural Oats
Barley Buckwheat and other
grains for poultry feed**

ARCHER-DANIELS-MIDLAND CO.

Grain Department

MINNEAPOLIS, MINN.

Elevator Capacity, 2,500,000 Bushels

FAIRMONT'S

*Pure Flake
Buttermilk*

9 Large Plants
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.

OMAHA, NEBRASKA

"Feeds and Feeding"

ILLUSTRATED
19th Edition

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

Grain Dealers Journal
309 S. La Salle St., Chicago, Ill.

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BURLAP BAGS COTTON

NEW or SECOND-HAND NEW ORLEANS

MENTE & CO. INC. BAGS

J. T. RHEA
Pres.

SAVANNAH
DALLAS

HARRISON, O.—Equipment for the manufacture of a line of mixed feeds has been completed at the plant of the newly incorporated Union Roller Mills, Inc., formerly just known as the Union Roller Mills. R. E. Bisplinghoff and Carl Schreiber direct the activities of the firm.

ATCHISON, KAN.—The Mangelsdorf Soy Bean Co., a newly formed organization, was just established here to start production soon after the turn of the year with a 1,000 bushels daily grinding capacity. The enterprise is owned by the Mangelsdorf Seed Co. of Atchison, and the Archer-Daniels-Midland Co. of Minneapolis, linseed and other vegetable oil manufacturers.

PEORIA, ILL.—The new 3,000-bu. daily grinding capacity soy bean mill of the American Milling Co. was placed in operation the first of this month. The Atlas Distillery of the Kentucky Alcohol Corp., which has 200,000 bus. storage capacity, in addition to a corn degerminating plant, etc., was purchased and converted to meet the requirements of the company in this new enterprise.

BINGHAMTON, N. Y.—The Ah-wa-ga Mills will discontinue business Dec. 31, according to formal announcement. The company, which is a successor of the Empire Grain & Elevator Co., lost its plant here by a \$200,000 fire on Oct. 11, as reported in the Oct. 25 number of the Journal. The parent company, the Tioga-Empire Feed Mills, Inc., of Waverly, N. Y., has taken over all contracts.

A WALL CHART, 28x40 inches, weather-proofed with varnish, giving just the information needed by farmers buying feed ready mixed, ingredients for mixing or batch mixing, and just the thing for the wall or office or wareroom is now available to grain elevator operators. It meets a real need of every dealer who has home mixing customers. Elevator and feed mill men who do batch mixing can not afford to be without it. Sent free of charge on application to the Grain Dealers Journal for Wall Chart No. 811.

INDEPENDENCE, KAN.—We have placed our new feed mill in operation. Storage capacity is provided for 10,000 bushels. Dairy and poultry feeds will be manufactured and merchandised under the brand name of "Hi-Tone." Our warehouse has a capacity of 25 cars. We also distribute Gold Medal flour. The plant is electrically operated thruout. A Eureka Batch Mixer, sheller, cleaner and grader, a hammer mill, 3 high roller mills, etc. were installed. The owners are W. H. Payne and A. R. Doop—W. H. Payne Grain Co.

CINCINNATI, O.—The Early & Daniel Co., manufacturers of Tuxedo Feeds, just installed a new 14x4 ft. counterbalanced sifter which operates three screens at one time making four separations; and which doubles the capacity of previous equipment. This addition was made necessary by the large increase the company has enjoyed in the sale of its branded oats, which demand it was unable to supply last spring. A large number of different size screens are available so that practically any separation desired may be secured, the screens being interchangeable.

THE BIGGEST ADVANCE in the grain and feed industry for many years would be the realization by all millers and dealers of the intelligent buying attitude of the present day feeder. Initial cost no longer governs to the exclusion of quality. When you buy ingredients buy quality ingredients, and when you buy manufactured feeds buy quality manufactured feeds. Try to put better quality into your products. Resist the temptation to save a dollar by cutting a corner which is sure to be reflected in the results obtained from your finished product. Lay down a quality policy and stick to it. Above all call on your trade personally and work with them on their feeding problems. Consider the feeder as an intelligent manufacturer and then do not insult his intelligence.—Edward R. Bacon Grain Co.

Soy Beans in Illinois.

Of the 2,288,000 bus. of soy beans harvested in Illinois in 1927 about 1,350,000 bus. reached market.

The Manchou was the leading variety marketed by Illinois producers from the 1926 crop.

Of the soybeans bought by Illinois local dealers from the 1926 crop, 75 per cent were bought locally and 25 per cent shipped in; of those sold, 22 per cent were sold locally and 77 per cent shipped out. About 17 per cent of the soybeans handled were recleaned. Average handling charges were 9 cents a bushel for recleaning and 23 cents for other handling charges, making a total of 32 cents a bushel for seed beans. The average handling charge for commercial beans was 9 cents a bushel.

Illinois grown soybean seed that is marketed outside of the state moves mostly to the East, South and Southwest, the best market in 1927 being to the Southwest and the poorest to the East.

More than 60 per cent of the soybean seed planted in Illinois is grown by the producer planting it. Most of the purchased seed is grown within the state.—Ill. Agri. Exp. Sta.

Spain has increased to 50 per cent the proportion of foreign wheat which may be permitted to be mixed with nationally produced wheat for milling purposes.

Poland will remove restrictions on wheat imports if importers are successful in obtaining special licenses which will entitle them to import duty free. Otherwise a new duty of 11 zlotys per 100 kilos will be imposed.

Alaskan Moss for Poultry Feeds.

BY ARTHUR G. TORKELSON.

Short "tundra" moss, which lies like a carpet over approximately three-fourths of the half-million miles of Alaska's crust, has, by a little trick of science, been transformed from a nuisance into one of the most valuable products of that territory.

Germany is now importing large quantities from Alaska for use as a poultry feed, a recent cargo being composed of 20,000 tons, valued at \$20 per ton. Some quantities have lately found their way into the U. S.

Hitherto this moss has been a bane of the agriculturist, who burned large areas to rid the soil of its encumbrance and to reduce the breeding places of mosquitoes.

So it seems this hitherto worthless material promises to exceed in value the gold production of Alaska, according to Prof. G. W. Gasser of the agricultural department, Fairbanks School of Mines and Agricultural College, who has been conducting experiments with all varieties of moss.

Interesting Old Relic of 1854 Grain Business.

Freeman Bradford, sec'y and traffic manager of the Sioux City Grain Exchange, is the proud possessor of a 74-year-old relic which gives observers an idea of how the grain business was conducted back in the Fifties.

Rice Fay, commission and produce broker of North Water Street, Chicago, mailed out his bid on Dec. 7, 1854, little thought being given to its hanging in a frame nearly three-quarters of a century later. E. A. Fields' father brought this along to Sioux City from Illinois.

The nature of the business done is reflected in the following quotations, particular attention being called to the many grades of wheat then in vogue:

Winter wheat, prime.....	\$1.00
Winter wheat, ordinary.....
Spring wheat, milling.....	1.05
Spring wheat, common.....	.95
Rye.....	.90
Barley.....	.70
Oats.....	.26
Corn, shelled.....	.48
Hens, dozen.....	3.00
Quails, dozen.....	.87

New Feed Trademarks.

PHELPS & SIBLEY CO., INC., Cuba, N. Y., filed trademark Ser. No. 267,142, the letters "TOFOR" within a diamond, particularly descriptive of dairy feed.

CHAPIN & CO., Chicago, Ill., filed trademarks Ser. Nos. 274,762-3-4, the words, "Start-All," "Grow-All," and "Lay-All," respectively, all particularly descriptive of prepared poultry feeds.

MILWAUKEE GRAIN & FEED CO., Milwaukee, Wis., filed trademark Ser. No. 274,395, a dollar sign, with a cow's head piercing the upper part of the entwining "S" and a horse's head below, particularly descriptive of horse and dairy feeds.

An Approved Chick Mash.

From "Poultry in Kansas," we learn that the following mash will supply the requirements for minerals needed for bone development in chickens:

25 lbs. ground corn; 30 lbs. wheat bran; 30 lbs. wheat shorts; 10 lbs. fine meat scraps; 3 lbs. bone meal; 1 lb. crushed oyster shell or limestone, and 1 lb. salt.

In case of continued cloudy weather, 1 per cent of a potent or tested cod-liver oil should be added to the ration.

A class of "marketing" students from the University of Missouri visited the Kansas City Board of Trade on Dec. 11.

J. P. PARKS MILL FEEDS

Dried Buttermilk—Linseed & Cottonseed Meal
Brokerage Exclusively
400 New England Bldg. Kansas City, Mo.
327 So. La Salle St., Chicago, Ill.

HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.
Grain, Screenings, Mill Oats

GROUND FEEDS

Straight Cars Mixed Cars
Operating HIAWATHA MILL

STANDARD COMMISSION CO. BROKERS

Grain, Mill Feed, Mixed Feed Ingredients
EXCHANGE BUILDING MEMPHIS

CHICK - FEEDS

Starting and Growing Mash
Emery Thierwechter Co.
Oak Harbor, Ohio

BOWSHER Crush Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.



"COMBINATION" MILLS
Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

The N. P. Bowsher Co., South Bend, Ind.

Supply Trade

TELL the exact truth in your advertisements, being sure to understate the good qualities of your products.

GENERAL ELECTRIC CO. is sending to its friends in the trade a leather bound diary containing many pages of valuable data relative to things electrical.

APPLETON, WIS.—The Appleton Car Mover Co., announces the appointment of Gordon S. Fish as general manager.

MINNEAPOLIS, MINN.—Alva H. Kirk, inventor of several devices used in flour mills, died Dec. 19. His inventions included a dust collector and a wheat dampener.

A PATENT is made invalid if issued subsequent to publication of the invention or discovery in a catalog distributed generally to the trade, was the decision Oct. 29 by the U. S. Circuit Court of Appeals in *Jockmus v. Leviton*, 28 Fed. (2d) 812.

THE PHILIP CAREY Mfg. Co. has won a reversal by the U. S. Circuit Court of Appeals of the cease and desist order of the Federal Trade Commission. The court held that there was no standard of practice forbidding one from telling the truth about a competitor.

ST. LOUIS, MO.—F. Edw. O'Neil has been elected vice-pres. of the Fulton Iron Works Co., to have full charge of the company's Diesel and gas engine division. Mr. O'Neil has been with the company since 1905, and for the past 11 years in charge of the New York office.

THE CARTER MAYHEW Mfg. Co. of Minneapolis, Minn., manufacturers of grain cleaning machinery exhibited one of its new Big Three country elevator type grain cleaners, at the recent grain men's convention at Mitchell, S. D. Representatives of the company report a very gratifying sales volume on this machine ever since it was announced this summer. Its many new features, especially the greatly increased capacity together with a moderate reduction in price has made it a very popular cleaner with the grain trade. In connection with the showing of the Big Three elevator type, this company also exhibited a smaller machine running on grain. This machine was equipped with the new discs showing how flax dockages are reduced with the Big Three and Big Four elevator machines. This is also a new development in their machines. V. H. Reid from the Minneapolis office represented the factory, A. W. Erickson, Western Minnesota and South Dakota sales representative, was in charge of the exhibit. T. E. Johnson, Minneapolis, installing engineer was in charge of the mechanical work and lighting arrangements. The exhibit was well placed in a prominent location and was visited by a large number of interested grain buyers and directors of farmers' elevators.

MILWAUKEE, WIS.—Allis-Chalmers Mfg. Co. has ready for distribution to Journal readers its Bulletin No. 1118-E covering types AR and ARY Polyphase Induction Motors, and comprising general purpose motors in the slip ring and roller bearings types built with steel frames.

CONTRACTOR who refuses to proceed with construction work is limited in recovery of damages to difference between amount of contract price and amount expended by defendant to complete the work, only in case contractor's abandonment of the work was not justified. *Pelletier v. Massee*. Supreme Court of Rhode Island, 143 Atl. 609.

KANSAS CITY, MO.—The office of the Wolf Co. is being moved to the plant of the Radial Warehouse Co. in North Kansas City, a subsidiary of the Wolf Co. W. O. Everett the local manager advises the change is being made in connection with the installation of a permanent exhibit of special machinery manufactured by the company, showing it in actual operation.

Where the New Gruendlers Are Being Made.

Final touches on the new plant illustrated herewith built especially for the Gruendler Patent Crusher and Pulverizer Co., were completed Dec. 1st and since Dec. 10th the entire Gruendler organization has been happily housed within its walls. The new plant has everything that thought, skill, and money can provide to promote the efficient manufacture of crushing, pulverizing, grinding, screening and conveying machinery and equipment. Immense cranes, carriers and lifting devices, powerful cutting and welding machines, lathes, punches, drills, and a host of unique contrivances for special purposes that make this one of the most complete specialty industrial plants in the Middle West.

The Gruendler Company has grown and prospered continuously for nearly half a century, first under the careful management of the late Wm. Gruendler and, since his death in 1909, under the energetic supervision of his son Wm. Paul Gruendler, ably aided by Harry J. Shelton and Jos. W. Mattman.

Thousands of concerns, in all parts of the world, have profited by the advice and assistance of these men and their organization of engineers and experts. Fortunes have been made, based on processes and methods which they have devised and patented.

The Gruendler name is nationally advertised and has long since gained a reputation for honest dependability and sincere service. Gruendler crushing and grinding installations do their work well.

This big, new, up-to-date factory is the direct result of outstanding quality and understanding helpfulness, rendered through the years gone by and which will undoubtedly continue to create good will and a constantly increasing demand for Gruendler products wherever there is need for crushing, grinding or pulverizing. A corner of the new plant has been set apart as a laboratory or experimental room, where

special problems are studied and usually solved. This service is free, so if you are confronted with a difficult grinding proposition, put it up to the Gruendler corps of experts and their brand new laboratory.

Flax Tariff Reduction Fight On.

Readjustments of flaxseed and linseed oil tariff rates were discussed by witnesses before the Tariff Commission on Dec. 16, in connection with an application by the American Vegetable Oils & Fats Industries and the Armstrong Paint & Varnish Co. for lower rates on imported linseed oil.

The applicants contended that a report prepared by the Commission on foreign and domestic costs of the product indicated that the tariff rates should be reduced to a bare compensatory duty for the duty on flaxseed, less the drawback, with enough added to insure the imports coming in the form of seed rather than in the form of oil.

Charles T. Nolan, who appeared before the Commission as chairman of a com'te representing domestic crushers, opposed the application for lower duties, testifying that the linseed oil industry was in a precarious condition up to the passage of the Tariff Act of 1922 and that if it had not been for this legislation the domestic linseed oil would have been wiped out, in arguing for a readjustment of present tariff rates on both flaxseed and linseed oil and its by-products.

Mr. Nolan further argued that sufficient protection should be afforded flaxseed so it will not be necessary to go out of the domestic markets for the raw material for linseed oil; that the flaxseed growers will discontinue growing flax if they cannot get tariff protection to keep foreign flax from being imported at a price under the U. S. market.

President Coolidge was asked to raise the flax tariff from 40 to 60 cents on Dec. 15, by two Northwest congressmen. The President, it will be remembered, has the power to take such action, authority being granted him by the flexible tariff act.

The Tariff Commission is expected soon to present its findings.

Final briefs are ordered filed with the Commission by Jan. 26, while exchange briefs must be filed with interested parties by Jan. 19, according to Thomas O. Marvin, chairman of the commission. This procedure is usually followed in closing public hearings in connection with investigations.

Calendars Received.

EDWARD R. BACON GRAIN CO., Chicago, Ill., mailed the trade, above a large and easily readable calendar, a wash-drawing reproduction of one of its four terminal elevators. The past and coming month calendars conveniently appear with that of each current month.

JOHN E. BRENNAN & CO., Chicago, Ill., sent out their annual red and black calendar, with all holidays differentiated by coloring. Each figure thereon is set on a black background, making it particularly legible at distances.

JESSE C. STEWART CO., Clarksburg, W. Va., distributed its yearly red and black calendar, which, in addition to the added feature of having a continuous numbering throughout the year, particularly advantageous for figuring interest, also gives the calendars of the past and coming months.

GENERAL ELECTRIC CO., Schenectady, N. Y., designed a most colorful and attractive calendar for this year's distribution. Each month brings a new reproduction of a multi-colored painting, all, of course, is linked up with the progress of the nation and General Electric Co.'s contribution thereto.

GRAIN INSURANCE & GUARANTEE CO., Winnipeg, Man., prepared its annual calendar in the interest of the country grain dealer, each month's roll-call of days, in addition to being of greater value because of the previous and coming month's calendar, carries a concise and forceful warning on avoiding the hazards of fire loss. They read: Carefulness is the best fire preventative; Be careful with lighting appliances in electrical wiring; Never handle gasoline with artificial light; Be careful with matches and cigarette stubs; Keep your windows closed at night; Stand by your elevator during an electrical storm; Examine your extinguishers; Oil all parts of moving machinery regularly; Examine all bearings during and after a heavy run; Please co-operate with our inspectors.



New Plant of Gruendler Patent Crusher & Pulverizer Co., St. Louis, Mo.

The Cost of Truck Delivery in the Feed Business.

BY REX W. BOSTON, SECRETARY, TRUCK OWNERS' ASS'N OF SO. CALIF.

The cost of truck delivery in the Feed business is basically an accounting problem and is governed by the same fundamental principles which apply to the cost of delivery in any other business of which motor truck operation is a part. Every feed dealer who maintains a truck delivery service is a truck operator to the extent of such service and his problems are to a great extent identical with the problems of all other truck operators.

Up to the present time no satisfactory system of motor truck cost accounting has been evolved. This is due to the wide diversity of operation of motor trucks under every conceivable condition.

While no one system of cost accounting has been evolved which may be applied to all classes of operation, certain fundamental principles have been worked out which may be applied to any class of operation.

In every business, if a delivery service is maintained the cost of such service is a definite and fixed part of the general cost of business operation. If the delivery costs are not taken into consideration and figured as an expense of the business, the business is not being run on a sound basis. This applies to the feed business as well as all other businesses. For instance if a firm maintains a fleet of motor trucks for delivery of its products and keeps no system of cost accounting with reference to the trucks, it is penalizing the other parts of the business and some other part thereof is carrying the burden of the trucks which they should carry themselves.

In other words it costs just as much to run a truck hauling hay, grain and feed as it costs to run one hauling lumber, iron or cement, and every unit of the commodities han-

dled should have its portion of the delivery costs charged against it regardless of its nature to insure sound business practices.

CUTTING COSTS OF OPERATION: Every business man naturally wants to reduce his costs of doing business and to improve his service to his customers—and the first step necessary is to find out the true cost of every item of his business expense. The omission of two or three items renders the entire system useless, because he is deceived into believing they are lower than they are actually.

Without going into a volume of detail on the technique of cost finding and accounting I shall attempt to present a brief summary of the principal elements entering into the subject. These may serve as guide posts in working out a system which will show you at least in a general way a method of approximating your delivery cost to enable you to reckon with them to some extent.

Following are the principal items making up your cost of delivery:

(1) **Gasoline and Oil Consumption** — These items are self-explanatory. However, accurate speedometer readings should be taken to determine the mileage obtained. It may be possible to reduce these costs by proper adjustment of equipment.

(2) **Repairs and Replacements**—This account should include all repairs and replacements of worn and broken parts and also the salary of mechanics while engaged in repair work. It is considered good accounting practice when the replaced parts equal \$100 or more in value, plus the labor and cost of installation, to capitalize such amounts by adding to the original cost of the truck, which is eventually written off by depreciation.

(3) **Tires**—When a full set of tires is purchased the cost thereof should, according to the better practice, be added to the cost of the truck and written off as depreciation the same as major replacements. Of course the minor tire repairs, tube replacements, etc., should be charged as an operating expense.

(4) **Insurance**—This item should include all kinds of insurance on the truck as well as compensation insurance on the driver. The annual cost should be pro-rated on a monthly basis,

that is, one-twelfth thereof charged against the truck each month.

(5) **Taxes**, including license fees, weight fees, city licenses, personal property tax on trucks, etc., should be pro-rated in the same manner as insurance.

(6) **Depreciation**—This is a little understood item of expense, but it is nevertheless a very definite one and one which operates day and night on your equipment. Ideas vary about the amount of depreciation to be charged off each year, but the better practice favors the four-year period, that is, 25% of the value of the equipment should be charged off each year. And one-twelfth of the 25% should be set up against the equipment each month.

(7) **Drivers' and Helpers' Salaries** — These items should be charged against the truck operated by the driver and helper.

(8) **Administrative Expense** — This account should include its proportion of items, such as the following:

Interest on Investment.
Managerial Salaries and Expenses.
General Clerical Salaries and Expenses.
Advertising.
Stationery, Printing, etc.
Rents.
Light, Power, Telephone.
Soliciting.

Miscellaneous general expense not covered by the above classifications.

The administrative expense should be pro-rated upon the various departments and such portion thereof should be charged against the trucks as the nature of the business warrants.

In addition to the items shown above the monthly card should have spaces for entering two other important items, namely:

(a) Daily mileage traveled.

(b) Units of commodities delivered, i.e., pounds or tons as the case may be.

By keeping such a record you can at any time get your actual cost per mile of operation or the cost of delivery per unit, ton, hundred-weight or otherwise, by the simple arithmetical process of dividing the number of miles traveled or units hauled into the amount of the total cost of operation for the period.

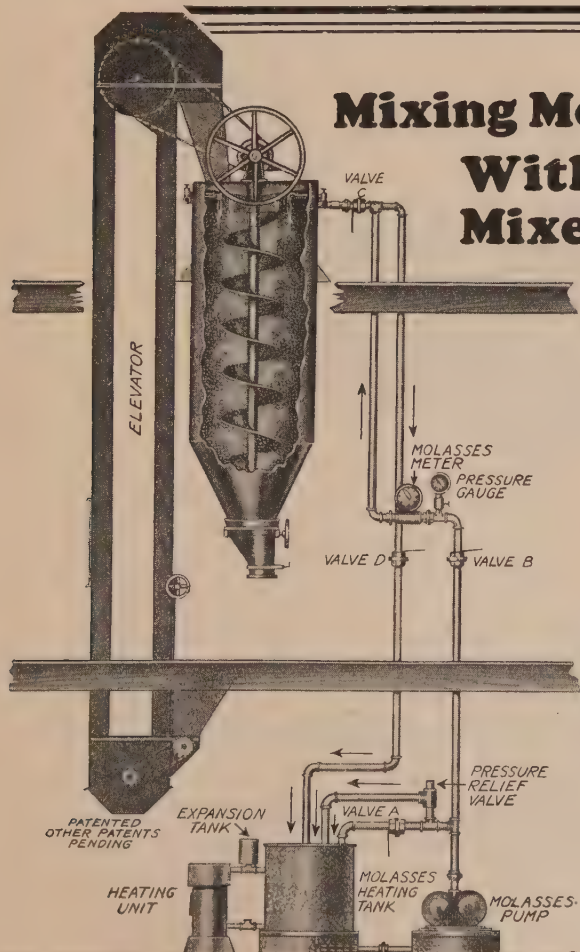
Mixing Molasses Feeds Made Easy For You With the Monarch Vertical Batch Mixer With Molasses Attachment

NOW you can do a custom mixing in molasses feeds as well as dry feeds and increase your profits as well as attract more customers to your door. This outfit mixes the feed, then measures and applies the molasses producing a smooth, even texture molasses feed that instantly meets the approval of feeders.

Before you buy a feed mixer get full information on this Monarch equipment, the ideal outfit for mixing molasses and dry feeds. Ask for Catalog F.

SPROUT, WALDRON & CO.
1202 Sherman St., Muncy, Pa.

Chicago Office 9 So. Clinton St.
Kansas City Office 612 Now Eng. Bldg.

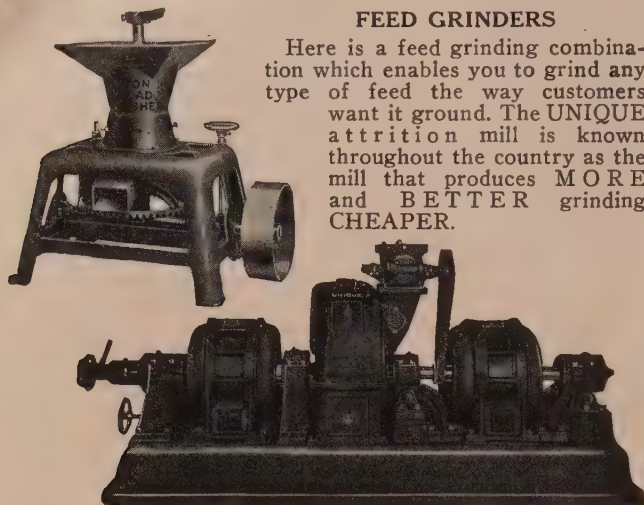


OF COURSE YOU HANDLE FEEDSTUFFS! BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.

FEED GRINDERS

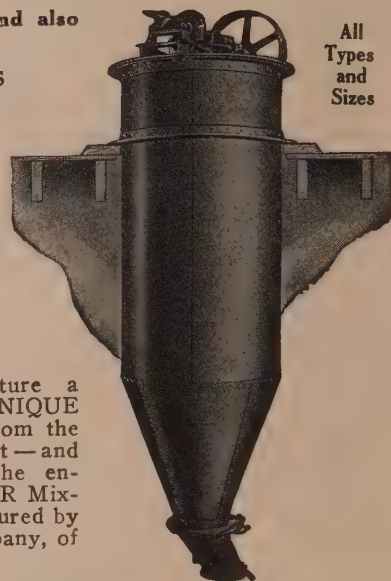
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small — the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and recently took over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.

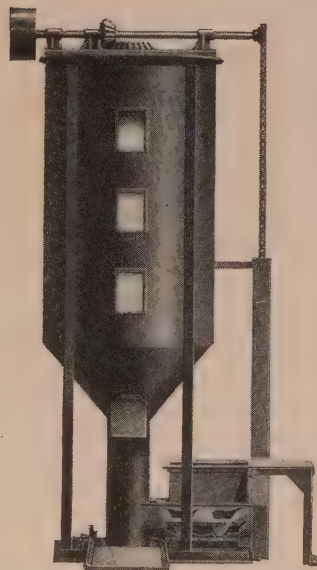


All
Types
and
Sizes

Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA
CHICAGO OFFICE—222 W. ADAMS ST.

HAINES FEED MIXER



Mixes rapidly, thoroughly and uniformly.

Mixing always visible. Vibrating Sacking Platform.

A self-contained unit shipped completely assembled ready for operation as soon as connected to power.

No elevator required.

No special millwright labor needed.

Send for Bulletin
No. 15-G

THE GRAIN MACHINERY CO.

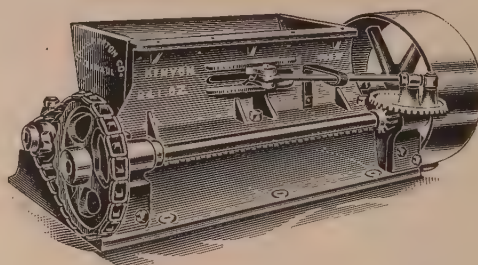
Marion, Ohio

WE WANT LIVE SALES REPRESENTATION IN
OUR OPEN TERRITORIES

For Either Husked or Snapped Corn

The **KENYON** CORN CRUSHER

Outcrushes them all

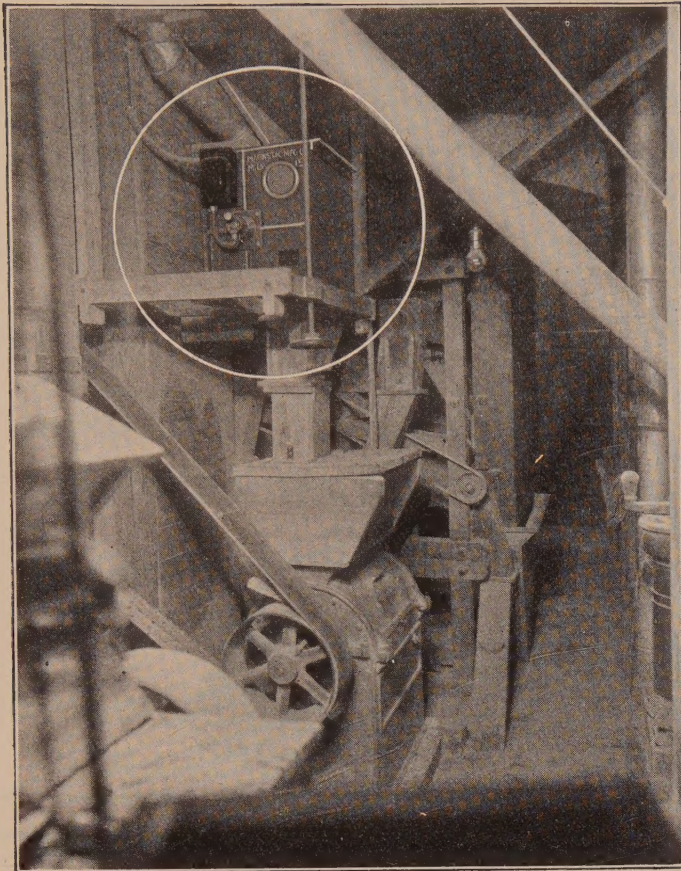


1. Occupies but 10 sq. feet of floor space and crushes from 100 to 150 bushels per hour.
2. Special agitator enables crushing of any kind or condition of corn without clogging.
3. Unbreakable construction.
4. Long life—many have seen 16 years of service without repair.
5. Simple design and construction reduces wear to a minimum.

Write today for full information regarding this marvelously efficient machine.

The Burgess-Norton Mfg. Co.
100-110 Richard St. Geneva, Ill.

Read What This User Says:



High Duty Magnetic Spout Separator as installed
in flouring mill of Dietrick and Gambrill,
Frederick, Maryland

"... we have installed a magnetic separator, made by the Magnetic Mfg. Company, Milwaukee, Wis., which has been giving us excellent service and has minimized materially the upkeep of our large Williams grinder.

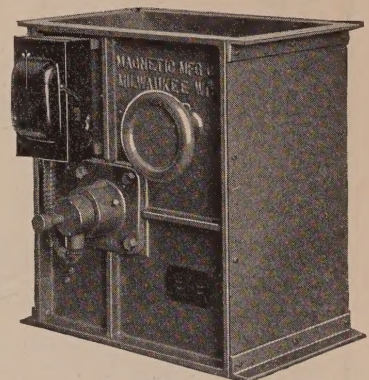
It is astonishing to note the amount of metal which this separator collects and takes away from the grinder. It seems to pick up every metal substance, from the smallest tack to trace chains. Before the installation of this separator, the endurance of our screens was very short-lived, and we were forced to continually repair and replace them.

We are, therefore, glad indeed to recommend the magnetic separator, which we believe to be a necessary adjunct to the efficient and economical operation of any grinding machine." BEWLEY MILLS, W. G. Bauer, Vice-Pres.

Damaged grinding machinery, dangerous impurities in finished product, dust explosion — these are possible results from tramp iron. The Bewley Mills, like many other representative mills, provide themselves with positive protection by means of a High Duty Magnetic Separator.

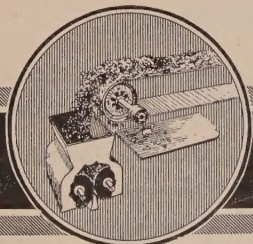
You, too, can be sure of iron free finished product and guard against the dangers of tramp iron by putting material thru a magnetic separation. Write us for complete information.

MAGNETIC MANUFACTURING CO.
275 23rd Avenue Milwaukee, Wisconsin



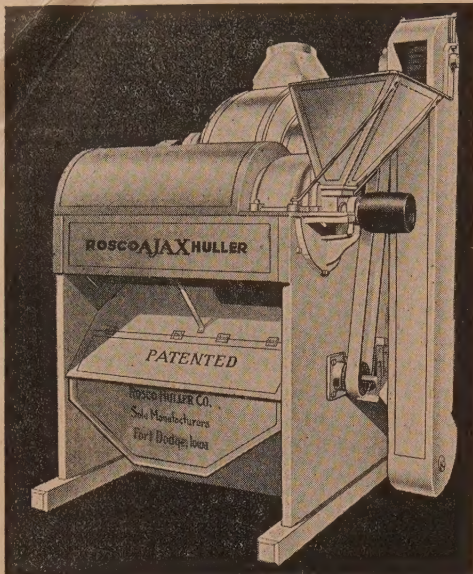
High Duty Spout Separator. Built complete for direct attachment to spout. Fully enclosed, dust-tight, all metal construction. Feeds, magnetically separates, and discharges tramp iron automatically. Fast, positive, continuous operation and separation. Write for descriptive bulletin.

H I G H D U T Y
Magnetic Separators



APPROVED BY MUTUAL FIRE PREVENTION BUREAU

"Enlarging Mill to Install Two Additional Hullers" -- Says Garner Roller Mills



Mr. Will Quilling, of the Garner Roller Mills, of Garner, Iowa, writes us as follows: "...I have had my Ajax in operation for more than a year and will say I am highly pleased with results obtained with it; both as to the efficiency of the huller and as an investment which is quite profitable, which is evidenced by the fact that I am enlarging my mill for the purpose of installing two additional hullers which will be your largest type Ajax.

I might add also that before purchasing your huller I had used two other makes but they did not in any way compare with your machine and were discarded."

Our file of correspondence from users is filled with letters similar to the one shown above. A short trial of a Rosco Ajax Huller convinced Mr. Quilling that our machine was the best on the market. It is evident from this letter and many others that the Rosco Ajax lives up to our claims of simplicity, low operating cost and a profitable production of quality oat groats.

You have the same opportunity of making profit. Try this machine in your own plant, with your own grain and convince yourself.

Write today for information. Please address:

ROSCO HULLER CO.

123 Central Ave.
FORT DODGE, IOWA

ROSCO-AJAX

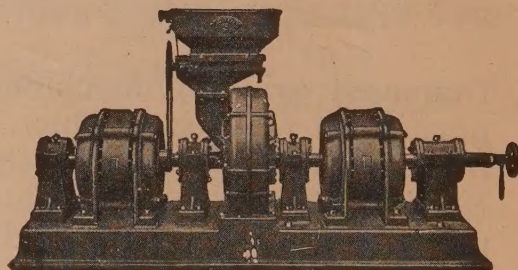
HULLING - CLEANING - SEPARATING - IN ONE UNIT

"We are very much satisfied with our mill. We can grind faster than it was represented and it grinds as fine as we want it."

The Minnesota miller who voluntarily sent in the above statement regarding his Munson Attrition Mill investigated thoroughly before he decided and now he has no regrets.

Some of the reasons why he has no regrets are:—

- careful design and workmanship
- larger capacities per horsepower
- the original Undercut Rib grinding plates, which are so good that others try to imitate them.



Why not use the coupon and get literature describing the Munson in detail?

Investigate — Compare — Then Decide

Munson Mill Machinery Co., Inc.

Established 1825

UTICA, NEW YORK

Representatives: Strong-Scott Mfg. Co., Minneapolis, Minn.; F. J. Conrad, Cedar Rapids, Ia.; A. D. Hughes & Co., Wayland, Mich.; General Mill Equipment Co., Kansas City, Mo.

Munson Mill
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Send literature describing
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ALL STEEL
ELECTRICALLY
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FEEDER

BRAKE

MAGNETIC
SEPARATOR,
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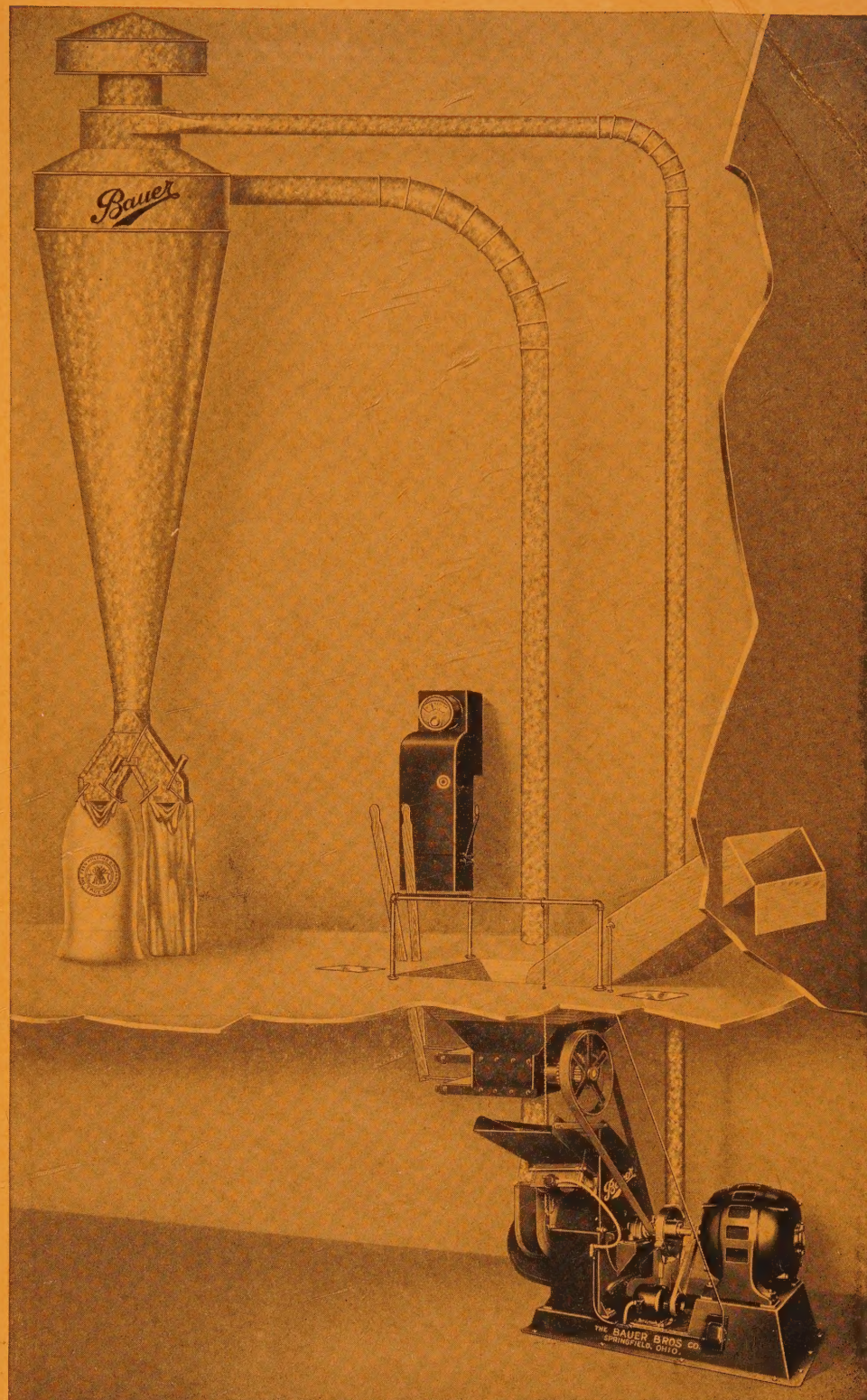
DOUBLE-SPOUT
BAGGER,

BAG HOLDERS
(PATENTED)

MOTOR ON
STEEL BASE

STARTER
OVERLOAD RELAYS
NO VOLTAGE RELEASE

AMMETER



THE BAUER "HAMMER" MILL

BALL BEARING ALEMITE LUBRICATION

*An Ideal Installation. Entire Operation from Floor Where Grain
is Received and Meal Sacked. For particulars write to*

THE BAUER BROTHERS CO.

MANUFACTURERS
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It's easy to order Link-Belt drives, ($\frac{1}{2}$ to 60 H.P.) *from stock!*



Flexible as a Belt—
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More efficient than Either
(98.2% on actual test.)

WHETHER you need a new $\frac{1}{2}$ H.P. drive or one rated at 60 H.P., you can get immediate delivery on it from Link-Belt stock, or from a distributor near you. And we've made the ordering of it a very simple matter. Just refer to our handy Pink List No. 725, where specifications and prices are clearly printed. You can't go wrong. One order will

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Link-Belt Silent Chain Drives have long been recognized throughout industry for their unsurpassed efficiency. Add to this the ease and speed with which they can be had from stock, and their widespread popularity can be appreciated.

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